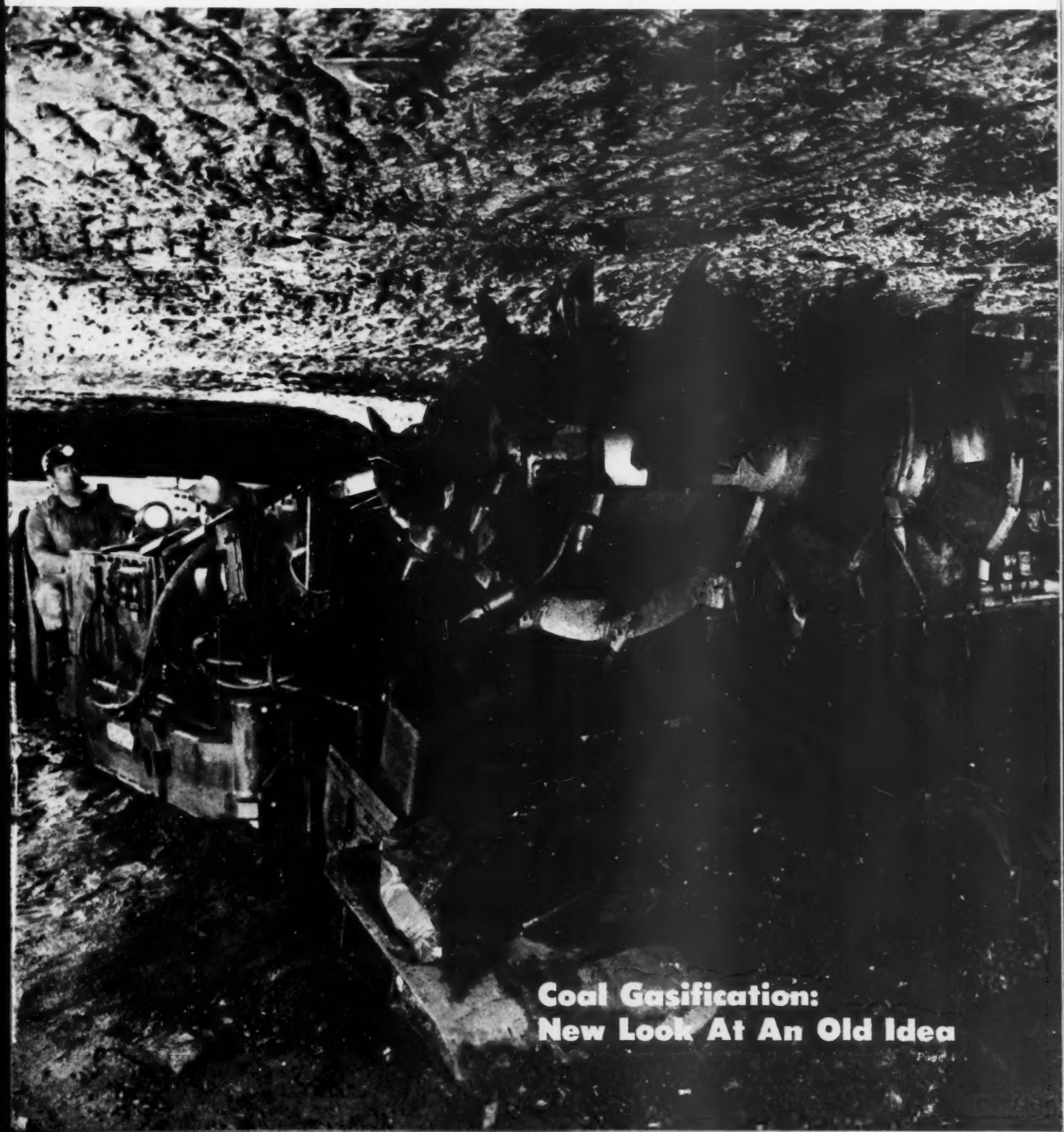
JANUARY 7, 1974

Commerce Today



Coal Gasification: New Look At An Old Idea

FROM THE
SECRETARY

Conservation–The Answer For 1974

There is a ragged counsel of desperation being heard in some quarters today in response to the current energy shortages. Impose more rigid controls, it cries. If that does not work, nationalize the energy industries. It is the only way to save us from chaos and economic collapse.

Before even responding to such ill-considered advice, I think we should bear in mind the observation of Henry David Thoreau that "it is a characteristic of wisdom not to do desperate things." Considering the spectacular success we have had with the free enterprise, free market system throughout our history, I would say that any suggestion to dismantle it, even in part, or to violate and disrupt its functioning through ever more rigid controls, is a mark of desperation that betrays a fool's reasoning.

If it is chaos we are attempting to avert, I can think of no better way to bring it on than by attempting to run so vast and complex an enterprise as the oil industry without the discipline and efficiency that the free market imposes. Take away that discipline and efficiency, and you have to substitute omniscience, an attribute that is sorely lacking in men and managers.

There is a saying that the market has a million eyes. Take away those eyes and substitute controls conjured up on the basis of inadequate data — it will always be inadequate without omniscience — and you will cause rather than contain the shortages. For instance, when controls were placed on fertilizer, its producers went abroad to find more profitable markets, creating worse shortages at home. When the controls were lifted, this inspired hindsight only drove prices up, because by then the commodity was in even shorter supply.

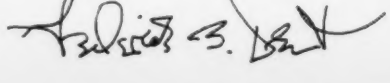
The desperate call for controls and nationalization ignores two vital factors about the current energy situation. First is the abiding capacity of the American people to respond to challenge, when that challenge is made clear to them and they are given a sense of direction. This goes to the very heart of the American character. We built this nation by successfully meeting an unending series of cooperation that you see today in the way Americans are responding to the energy shortages. We are making it through the shortages because we are united in our determination to make it as a nation.

The second factor that is overlooked by those who want to dismantle the free enterprise system in order to save it, is the incredible capacity of a free economy to adjust to shocks. After World War II, all the wise men said there would be a depression. But the depression never came. We adjusted to the shocks of converting from a wartime to a peacetime economy by relying on those millions of eyes of the free enterprise system. This economy today has an equal capacity to adjust, to meet the energy shortage.

Admittedly, there are and will be shocks that make a difference. But the best tool we have for managing these shocks is the free enterprise system itself. To throw away the best tool you have for handling a problem can only be described as folly of the highest order.

Naturally, we cannot continue to squander our energy and other precious resources the way we have in the past. This may be the greatest benefit that will come out of the energy crisis. Our eyes have been opened. We have come to see just how profligate we have been with our finite resources. But the answer is conservation, not nationalization. Conservation and free enterprise: they are compatible, and they are wise.

That is why I look to 1974 with confidence. It will be a year of challenge. But it will also be a year of great beginnings. We will start searching for new ways to harness energy, new ways to propel cars, and new ways to conserve what we have.



Commerce Today

Vol. IV, No. 7, January 7, 1974

2 Economic Highlights: Inflation And Phase IV Wage-Price Controls

Controls are still in place two and a half years after the initial announcement; a decision on continuing controls must be made before existing authority expires April 30.

4 Coal Gasification Offers One Key To Energy Independence

Abundance of U.S. coal reserves makes chemical transformation of this fossil fuel into a gas an inevitable answer to the nation's quest for alternatives to petroleum even though its development is a few years away.

7 Nation's Energy Path Includes Contingency Plans, Flexibility

The Federal Energy Office's new year course is set to induce changes in consumer behavior that will minimize the energy shortage's effect on the economy by keeping industry running and preventing job dislocations.

9 Overseas Promotions Confirm Astonishing Growth In Demand For U.S. Consumer Goods

Recent Commerce Department-conducted events in department stores abroad show that current pricing and attractiveness of American-made items is winning wide acceptance among customers everywhere.

12 Domestic Business Report

New foreign trade zone added in Kansas City—Economic growth mirrored in manufacturer's reports—Industry highlights: yearend metals activity may change '74 scene—Marked increase seen in number of local government employees—'73 state tax revenues increased by 13.5 percent—Corporate profits leveling off.

17 International Commerce Report

Taiwan U.S. Trade Center opens in March—Washington Official Trade Briefs—Finland: slower business pace, more imports—Panama growth and trade prospects there—Optimism in South African business community—Recent international business reports reviewed—Worldwide trade fairs schedule for 1974.

U.S. DEPARTMENT OF COMMERCE

FREDERICK B. DENT
Secretary

JOHN K. TABOR
Under Secretary

BASIL R. LITTIN
Special Assistant to the Secretary for Public Affairs

THOMAS A. BELL
Director of Communications

RICHARD BALENTINE
Editor

CLARENCE M. ZENS
Associate Editor, International Commerce

ARTHUR McDERMOTT
Associate Editor, Domestic Business

AMERICO A. W. FAVALE
Graphics Coordinator

Staff Writers: *Douglas F. Carroll, Feliz Cotten, Margaret L. Hanson, Wynola Robison.*

Published biweekly by the U.S. Department of Commerce, Washington, D.C.
Annual subscription rate $42.40 ($10.60 additional for foreign mailing, $14.80 additional for domestic air mailing). Single copy $1.65. Make checks or money orders payable to Superintendent of Documents and mail to Superintendent, U.S. Government Printing Office, Washington, D.C. 20402, or to any U.S. Department of Commerce Field Office.

All subscription inquiries and address changes should be sent to the Superintendent of Documents, at the above address. This is the central distribution agency for U.S. Government publications.
Microfiche copy available at 95 cents per issue from National Technical Information Service, Springfield, Virginia, 22151.
Other inquiries should be sent to the U.S. Department of Commerce, 14th Street and Constitution Avenue, Washington, D.C., 20230.

Contents of this publication are not copyrighted unless indicated, and if not so indicated, the articles may be reproduced in part or in full without any prior consent. The Secretary of Commerce has determined that the publication of this periodical is necessary in the transaction of the public business required by law of this department. Use of funds for printing this periodical has been approved by the Director of the Office of Management and Budget through August 31, 1976.

COVER: ***A West Virginia coal miner rips coal from the seam, drops it to the mine floor, picks it up, places it on a conveyor belt and delivers the coal to shuttle cars in one continuous speedy operation. Machines such as this will be digging more and more coal in the months ahead to help relieve the energy shortage. Gasification of coal promises to solve some of the shortage in the years ahead as the story on Page 4 explains.***

Inflation And Phase IV Wage-Price Controls

Economic Highlights is prepared by Dr. Sidney L. Jones, Assistant Secretary of Commerce for Economic Affairs.

Two and one-half years after the President dramatically announced a freeze for wages and prices on August 15, 1971, controls are still in place. Between now and April 30, 1974, an important decision must be made to either renew the statutory authority or to allow the existing controls to expire. A better understanding of inflation is required for making this decision.

The Consumer Price Index (CPI) has risen throughout most of the postwar period but the rate of increase has fluctuated widely. Except for a sharp outburst at the beginning of the Korean War and a smaller increase during 1956 and part of 1957, the pace of inflation was rather moderate in the United States until the late 1960s. In 1970 the accelerating rate of price increases was blunted and then reduced until late 1972 when the nation entered a period of very sharp price gains. The important message in Chart 1 is that inflationary pressures do change over time as economic conditions vary and the current unsatisfactory inflation is not typical of the U. S. experience.

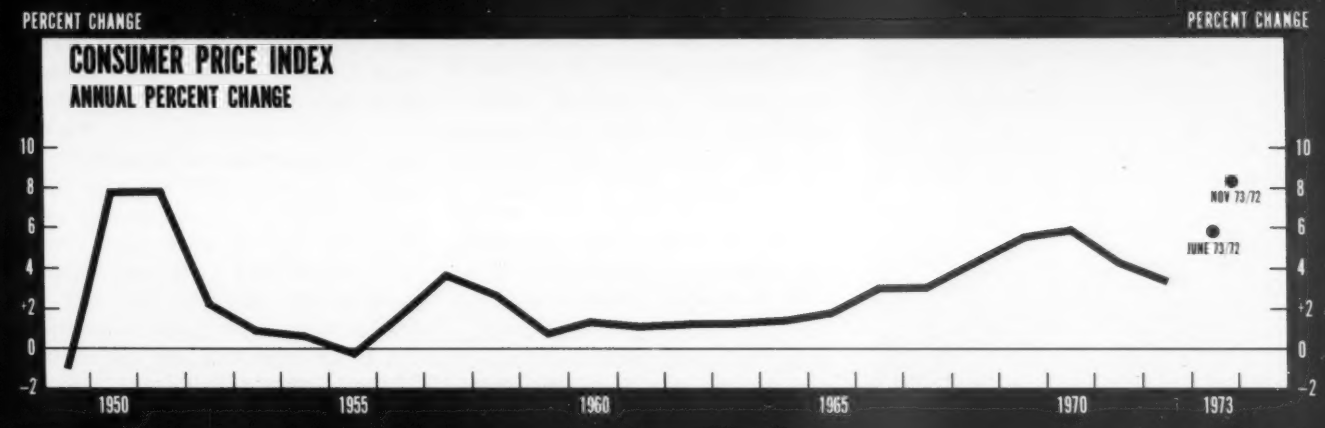
Changes in Consumer Prices of Selected Nonfood Items 1965-69 (Percentage Change)

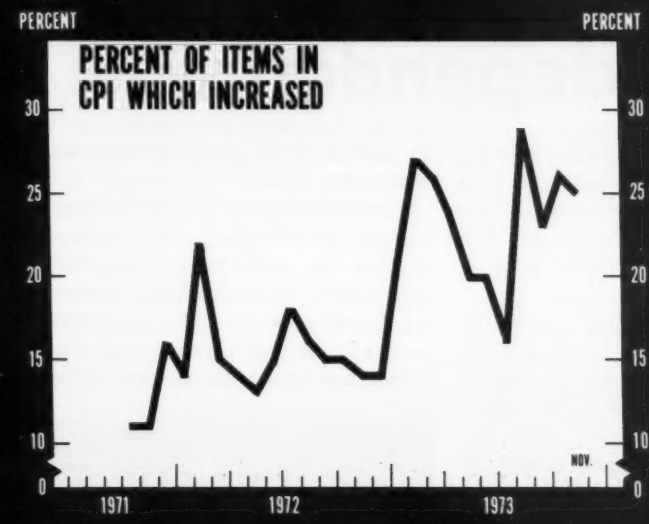
Semiprivate hospital room	69.7	Cigarettes, regular	15.4
Daily hospital service charges	67.0	Fuel and utilities	5.3
Drive-in movie admissions	40.9	Floor coverings	4.8
Dresses, man-made fibers	39.7	Electricity	3.7
Repainting interior	37.0	Automobiles	3.4
Indoor movie admissions	37.0	Gas	3.3
Repairing furnaces	34.3	Clothes Dryers	2.2
Mortgage interest rates	33.7	Recreational goods	1.5
Domestic services	33.7	Vacuum cleaners	1.4
Maintenance and repairs	30.8	Residential telephone	0.5
Baby sitter services	28.7	Refrigerators, elec.	— 1.0
Local transit fares	27.9	Appliances	— 1.5
Auto registration	26.3	Phonograph records	— 1.7
Homeownership Costs	25.1	Prescriptions	— 2.4
		TV sets, portable	— 7.2
		Movie cameras	— 11.2

Source: Council of Economic Advisers, Inflation Alert, August 7, 1970, Table II-7.

It is also interesting to note the relatively small proportion of CPI items with rising prices at any particular time (Chart 2). The actual incidence of inflation depends upon the types of family purchases actually occurring as well as the trend of the entire index. For example, a home owner with an established mortgage acquired in the 1950s would have avoided the sharp escalation of mortgage interest costs in 1968-69. The disparate movements of different components of the CPI have been particularly dramatic in 1973 largely because of volatile food and fuel prices (Chart 3). Inflation will remain a serious problem next year, particularly as fuel prices rise and cost pressures from food and industrial raw materials are worked through the system.

Some analysts contend that modern economics are so dominated by massive corporations exercising price leadership and large unions capable of extracting unreasonable wages and benefits for members that strict controls are necessary to prevent abuses. Empirical analysis does not support this generalization although specific monopoly distortions can temporarily exist. A study prepared by the Council of Economic Ad-





visers clearly indicates that the products and services reporting the most rapid rate of price inflation are probably the least amenable to price controls. Our economic system has historically been characterized by intense competition. Inflation results when the demand for goods and services becomes excessive or when supply shortages exist. Total demand appears to be moderating which should alleviate some inflationary pressures but the great challenge of 1974 will be to overcome the persistent shortages —including the fuel difficulties—which are currently inhibiting the efficient operation of the economy. The levels of inflation, unemployment and total output in 1974 will depend upon how well these shortages are overcome.

Although many business groups and individual firms have called for the end of wage and price controls, this change of policy will not occur automatically. It is not easy to withdraw from such a complex program which has been in place—in various forms—for so long. A successful transition back to a market-oriented economy will require extensive cooperation from member departments of the Cost of Living Council, Congress and, most important, from private business and labor groups. Without this cooperation, the process of withdrawal might trigger even greater distortions.

Commerce Today
Vol. IV, No. 7
January 7, 1974

Coal Gasification Offers One Key To Energy Independence

Coal gasification is emerging as an important link in the nation's energy chain, and research in progress at Commerce's National Bureau of Standards is expected to contribute significantly to providing a convenient, clean-burning fuel for the future.

The abundance of coal reserves in the United States makes chemical transformation of the fossil into gas an inevitable answer to the nation's quest for energy independence.

Like all the other solutions to today's energy crisis, coal gasification for mass consumption is a few years away. It's an old process, but the economies of it and the availability until recently of other cheaper energy sources, have made development of coal gasification seem impractical. Recent fuel shortages, coupled with rising energy demands, changed the national outlook. Today the conversion of solid coal into pipeline quality or methane gas is now viewed as an essential goal in resolving the nation's long term energy problems.

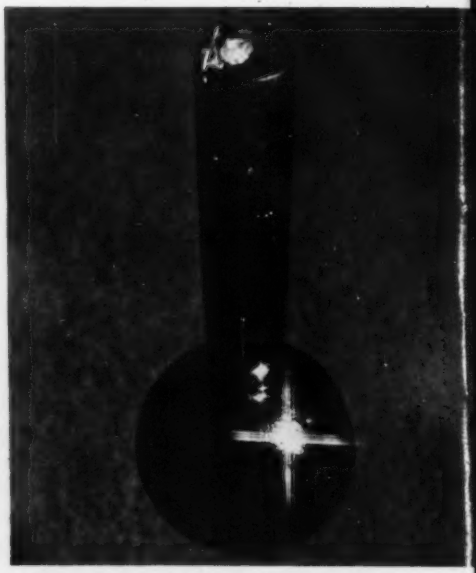
The Interior Department, in cooperation with the coal and gas industries, has been giving priority attention to the problems of coal gasification and development of pilot gasification plants. A number of pilot plants are already in operation.

"Several challenging scientific and technological problems are encountered in the attempt to make a pipeline-quality (high BTU, methane-rich) gas from coal," says Dr. Betsy Ancker-Johnson, Assistant Secretary of Commerce for Science and Technology.

"The nature of the problems," Dr. Ancker-Johnson explains, "can be best understood in terms of the conditions required for gasification. Since methane gas contains four hydrogen atoms for each carbon atom, while coal contains more carbon atoms than hydrogen atoms, the creation of methane from coal requires the addition of hydrogen. The problem is to add hydrogen atoms to the carbon atoms of coal under such conditions that the carbon atoms will release their hold on each other in favor of joining up with the hydrogen atoms."

The present scheme for doing this involves pulverizing the coal then subjecting the pulverized coal to gas at high temperatures and pressures.

Research efforts at the National Bureau of Standards are directed toward the catalysts — materials that affect the gasification process by speeding up chemical reactions — and in materials problems. These are key areas in perfecting



NICKEL CRYSTAL—*Surface studies of nickel aid in understanding the metal's effect as a popular catalyst in the coal gasification process.*

an efficient coal gasification process since coal has high sulfur content and the toxics render the catalysts ineffective.

How far away is coal gasification from the industrial consumer who needs relief today? When will marketable methane be produced from coal?

"Depends on how much we need it," says one NBS chemist. "When we have to have it, coal gasification will become a reality, probably within less than five years."

The coal is there. The process, although being constantly refined, is an old one, and millions of dollars of government and private industry research are bringing coal gasification closer to an economic and environmental reality.

Sixty gasification plants of the old fixed bed type, which requires a non-caking and sized coal, are in operation in Europe today. Most of this country's research and development efforts are going into the newer processes such as Hygas, CGS and Bi-gas.

The American Gas Association has reported that there are at least 176 potential coal gasification sites in the United States. Full utilization of coal gasification in, say, 120 plants would double the consumption of coal in this country.

A roadblock to actually putting coal gasification to work to date has been money. And, the time it takes to refine the processes so that substances harmful to gasification are removed from the raw coal and materials are efficiently put together.

Expensive processes

Gasification and purification are the most expensive process steps in conversion of coal to pipeline gas. The gasification reaction absorbs large quantities of heat.

It is estimated that an investment of more than $200 million is needed for each gasification plant that would produce 250 million cubic feet per day.

This $200 million includes all steps in the process — from coal mining to the finished pipeline gas product. In between, there is the preparation of coal by grinding it to a fine powder. The powder must be pretreated with air or oxygen to destroy its caking properties.

Then gasification. Steam and oxygen pass over the coal, forming gas which contains varying amounts of carbon monoxide, hydrogen and methane as valuable properties, and carbon dioxide and sulfur compounds, impurities that must be removed further along.

After removing the tar and dust, the gas is conducted over a "shift" catalyst where energy enhancement partially occurs.

Intensive purification

An intensive purification must precede actual methanation. Sulfur must be removed to avoid destroying the catalyst. Following methanation, the product gas is virtually sulfur free, essentially void of carbon monoxide, but contains a small amount of hydrogen gas.

The Commerce agency's most significant involvement in coal gasification undoubtedly will be in the study of catalysts.

Catalysis is an extremely important process for the U.S. industrial community. It is estimated that approximately 16 percent of the GNP depends upon catalysts of one sort or another. Plastics, processed food and petrochemicals are examples of industries that rely heavily on catalysts. The new catalytic converters in automobile exhausts is another example of industrial uses of catalysis.

Catalysts are essential to production of high grade pipeline gas from coal and the most popular one to date is nickel. The nickel catalysts have a limited lifetime because they undergo poisoning from the impurities and have to be replaced.

More effective catalysts is one of the problem areas in the gasification process because of the sulfur content of coal. Sulfur gets into

HYGAS PLANT—*A large-scale pilot plant tests the Hygas process for making synthetic natural gas from coal.*

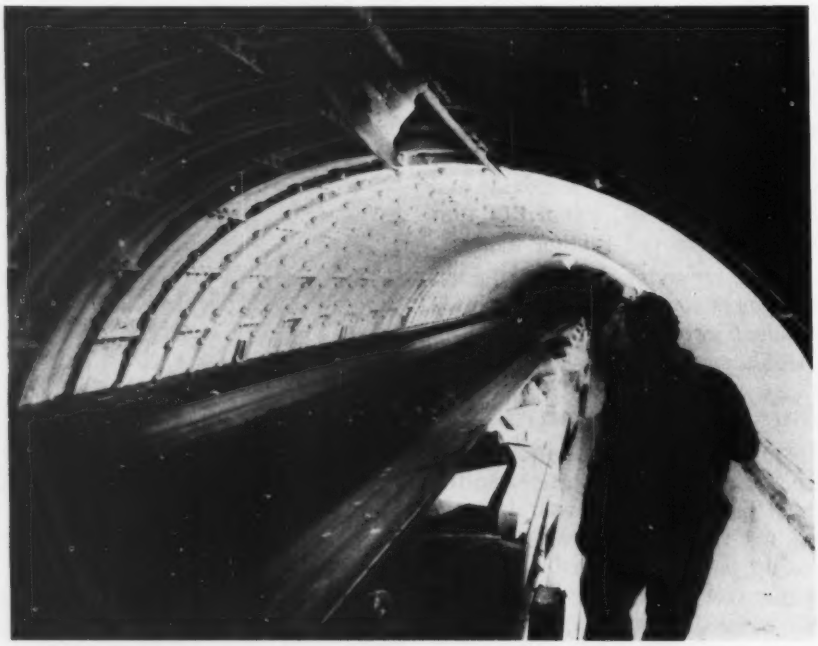
PILOT PLANT—*This $9.3 million plant at Rapid City, S. D., tests a process for converting lignite to pipeline quality gas. The plant's construction was sponsored by the Interior Department's Office of Coal Research, which operates it jointly with the American Gas Association.*

the gas and unless scrubbed out before the methanation process, it destroys the catalysts. Very small amounts of sulfur render the catalyst ineffective and, thus, prematurely stop the methanation.

Laboratories at NBS's Gaithersburg, Md., complex have advanced methods with which to examine the surface of catalysts and attempt to understand them in molecular detail. The agency's researchers have developed a technique for examining the catalysts.

"Our aim is to look at catalysts and understand why poisons are effective and maybe get an antidote," one chemist explained. This involves gaining a fundamental understanding of the surfaces of the catalysts, he said, explaining that each surface has a different atom arrangement and each has a different catalytic activity.

Materials studies at NBS also figure prominently in the coal gasification development picture because gasification occurs at reasonable rates only at extremely high temperatures. Higher temperatures are not possible until the materials can be put together efficiently. For example, a study on dealing with the existence of coal slag. Coal slag is a clay that is not combustible. It is mined with the coal and must be separated before methanation because of the high temperatures.



CONVEYOR—*When it was installed in Bethlehem Mines Corp.'s Cambria Slope Mine 33 near Cambria, Pa., this conveyor belt was termed the highest lift belt in the world. It hauls coal from the depth of a mine to a cleaning plant above ground, 974 feet above the lower end of the belt.*

Coal sources studied

Researchers constantly study coal sources, which differ from mine to mine, and search for ways of measuring and removing the toxic materials. In collaboration with the University of Maryland, NBS is working on the use of photo neutron activation analysis for studying fluorine in coal.

Attempts are being made to determine the sensitivity of photo neutron activation analysis to fluorine, a toxic material found in coal. If the photo neutron activation analysis is adequate, then it's likely that NBS will expand the program to use it in analyzing various coal sources.

Gasification and liquefaction of coal are among more than a dozen NBS projects on development of energy sources and conservation methods. Other projects include studies nuclear fission, energy conservation in building designs and product appliance labeling and solar energy.

TRANSPORTATION FACTORS—*Getting the coal out of the ground and transporting it for gasification are considerations in economic development of a coal gasification system. Unit trains which carry nothing but coal directly from mine to market have helped lower transportation costs.*

Nation's Energy Path Includes Contingency Plans, Flexibility

Contingency plans, open options and flexibility to meet new challenges are key words in the vocabulary of those who will be dealing with the nation's energy problems in 1974.

The course set by the Federal Energy Office is to induce a change in consumer behavior that will minimize the energy shortage's effect on the economy. Reduced travel, and business, industry and consumer conservation— the well known, well charted course—will free up oil and gas that can keep the nation's industries running and prevent major job dislocations.

Many feel the voluntary conservation effort is working so well the nation might not have to resort to gasoline rationing.

Treasury Secretary George Shultz noted recently that two unique elements are at work for the United States. Those are:

"The marvelous capacity of the American people to respond in time of genuine crisis and the incredible capacity in a free economic system to adjust to shocks that come."

However, Shultz cautioned that "the best people making the most careful estimates (of the energy shortage's impact on the economy) are having to make all sorts of assumptions and the range of uncertainty is probably larger this year than in an ordinary year."

In case estimates about the shortfall are off base or events take an unforeseen ugly twist, government policy planners are equipping themselves with contingency plans and leaving options open to deal with any unexpected situation that arises in 1974.

Noting that the plan for minimizing the impact of the energy shortfall on the economy is basically in place and functioning, Shultz said "we should be ready to make changes and meet new problems if they do arise."

George P. Shultz
Secretary of Treasury

The energy shortage will be "sharp and considerable," the Treasury Secretary asserted, and "it will make a difference."

While attention is focused on managing the impact on the economy, Shultz said "it's good to keep reminding ourselves that 85 percent of the energy we use is produced in the United States. An additional 7 to 8 percent comes from Canada and Venezuela so that the U.S. is above the 90 percent mark in non-Arab energy sources.

"This suggests we do not have a catastrophe on our hands," Shultz emphasized.

He noted the importance of "getting ourselves on track to maintain a sense of independence," and said the most fundamental step to be done in this line is getting gasoline prices up to a long term equilibrium.

"In the long term, a case can be made that the Arabs have done us a great favor by waking us up," he quipped, "I admit the disguise is a little heavy.

"But the 'wakeup' will force the country to energy independ-

ence, not only through a change in lifestyles from energy waste to thoughtful conservation, but also through stepped up research and development of potential energy sources. For example, coal gasification and liquefaction, oil shale, nuclear, and solar.

Facts of life in the short term though, will be lesser growth in the Gross National Product and some more inflation.

Shultz noted that "rising prices of energy which is a major input into the economy will naturally tend to raise overall prices as compared with last year."

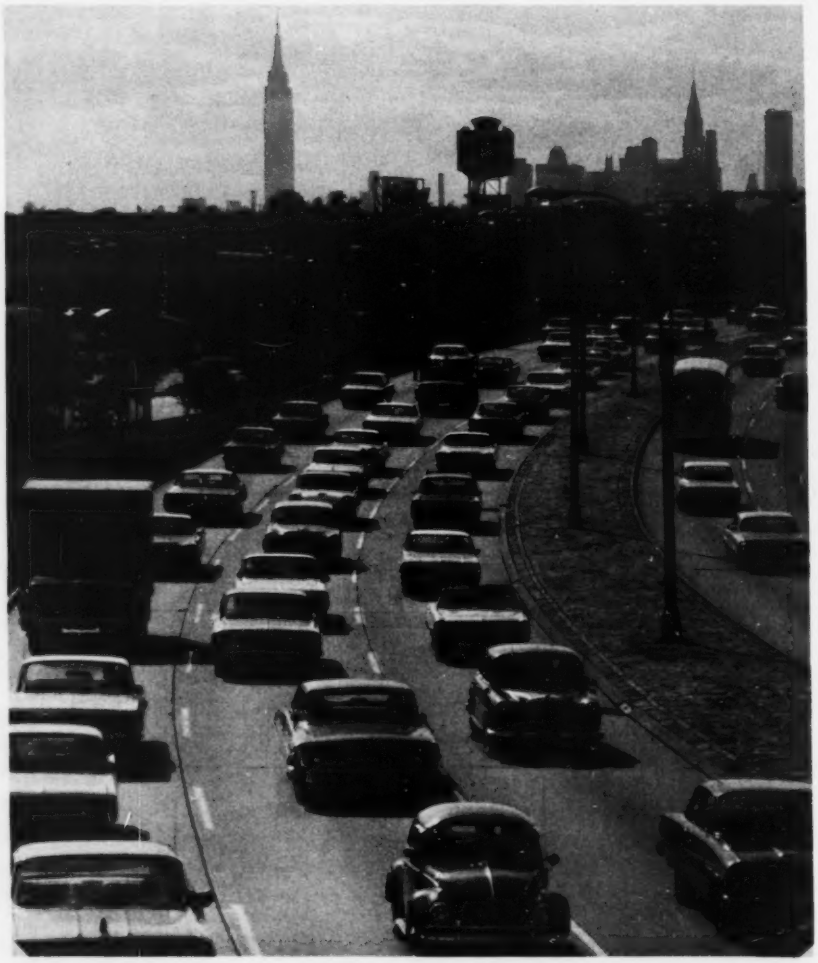
But there probably won't be as much increase in food prices as in 1973, he said.

There are things working for the U.S. and one is the expansive agricultural policy which will be in full flower in 1974. Another, Shultz said, is that devaluation put the dollar in a position so U.S. goods became competitive in the world market.

Questioned about the impact of the energy shortage on the poor, Shultz said "we should try to meet the problem on its own terms . . . income terms . . . jobs so the most unfortunate will have some money available."

This means, he explained, maintaining a thriving economy where jobs are available to those who will go and seek them. There are many ways to attack the problem on income terms and all are being carefully studied.

Many industries are leading the way in the nation's energy conservation drive. Industry energy audits are being made to determine how much energy is used, where it is used and where it can be conserved and developing new processes that will cut energy use in the future. Many companies report that the energy audits are revealing ways to invoke immediate savings. Some of the developments reported to Commerce Secretary Frederick B. Dent, chairman of the new National Industrial Energy Conservation Council, include:



SCENE FROM THE PAST?—*Bumper to bumper rush hour traffic with the New York skyline in the background soon may become a scene of yesteryear as energy conscious Americans change their lifestyles to meet the fuel shortage. More car pools are being started and public transportation is expected to become more popular.*

- RCA has succeeded in reducing its fuel oil consumption by about 40 percent in one 12-building complex through several economies, including the installation of small packaged boilers to relieve the load on the main power plant during warm months. Other efforts of RCA include using waste wood for heating and curtailing the amount of sign illumination.
- Overlook Hospital in Summit, N.J., constructed two additional wings without having to increase boiler capacity, even though the boilers were operating nearly at peak loads without the additions. This was made possible through use of recycled waste heat and saved approximately 20 percent of the estimated new construction costs.
- Peoples Natural Gas Co. of Pittsburgh has begun a comprehensive program to encourage efficient utilization of gas by industry, commercial enterprises, and residential customers. This program includes presentation of energy conservation awards for exceptional increases in efficiency or reductions in usage, industrial education seminars, direct mailings to residences, meetings with architects and engineers, appearances at high schools, and a massive public relations campaign.

Stores Discover Global Demand For U.S. Consumer Products

There are no coals going to Newcastle yet, but would you believe U.S. toys to Hong Kong, skis to Germany and color television sets to Taiwan and Japan? And that's just the beginning!

Several factors have combined to present U.S. companies with a chance to export raw products which this country has not traditionally shipped overseas in significant quantities: U.S. consumer goods. The "Leisure Time Revolution" among working people all over the world, the Westernization of taste that has taken place in the past decade, and foreign currency revaluations have all opened the way for this new thrust.

This is the report of Commerce Department's Brooks Ryno, working with E. J. Krause, director of the Office of International Marketing, in a new effort to help U.S. manufacturers of consumer products cash in on that opportunity.

"Much of what's good about the United States involves 'informal living,' and the material products associated with it," they contend. "In the eyes of the world, informal living means the United States."

The U.S. reputation is based largely on psychology, but is nonetheless real. "There's no real expertise involved," say Department specialists, "the simple fact is that we've been at this 'Leisure Time Revolution' thing longer than anyone else, and we've developed an image as authorities on the quality of leisure products."

The United States had a long lead in technology which accounted for much of its consistent trade surpluses. That technology gap is now closing, but Ryno and colleagues think that living conditions around the globe have created an analogous situation for the United States in the area of consumer goods.

Must specialize

"We can't sell everything in every market, but if we specialize we can compete. Actually, U.S. consumer goods today are overwhelmingly more competitive than they were a few years ago," according to Commerce specialists who are in daily contact with foreign department store buyers.

Under the new promotional technique, an overseas department store agrees to purchase at least $50,000 worth of U.S. consumer goods for a special instore promotion. Most stores buy from $100,000 to several million dollars of U.S. goods. The store must specify the promotion program it intends to carry out. At least one-third of the purchases must be new commodities to the store, and all goods purchased must be made in the United States.

For its part, Commerce agrees to defray from $5,000 to $25,000 of the promotional expenses, depending on purchases in the U.S., and puts the foreign buyer in contact with U.S. producers of the desired items.

Commerce may also help obtain

FESTIVE SALES—*As the Leisure Revolution spreads, so does the market for U.S. consumer goods. This customer is trying on American jewelry at a special department store promotion in Japan.*

LEISURE WEAR—*From high fashion to off-the-rack items, American clothing is in demand around the globe. At left, a New York fashion model displays U.S. styles at an Australian store while, at right, customers help themselves at Tel Aviv.*

SELECTIVE MARKETS—*Not everything American will sell, but if U.S. consumer goods producers specialize they can compete in foreign markets. These Japanese buyers are inspecting American-made baby strollers.*

U.S. special promotional materials which cannot be obtained overseas. For example, Mitsukoshi, Japan's largest store and Taiwan's Far Eastern stores requested and obtained actual moon rocks to attract buyers to their sale of U.S. consumer goods. Last year's "Miss America" appeared at an "American Fortnight" in Hong Kong, including six of the largest department stores there, sponsored by the American Chamber of Commerce, with consumer attractions and promotional assistance provided by the U.S. Department of Commerce.

In developing this program, and with the experience of the previous "America Weeks" program of the sixties, Commerce professionals began to feel that the major problem wasn't overseas, but might be at the U.S. end of the operation. "We were dealing with successful stores such as Harrods in London and Galleries Lafayette in Paris, and they knew, at least as well as we did, what their customers wanted and how to get their sales message across." What many stores didn't know was how to reach the U.S. manufacturers and distributors who could deliver the goods on schedule. And, U.S. suppliers were not doing an effective sales job either, it was observed.

The Bureau of International Commerce began a modest test of an idea. Essentially, the Office of International Marketing decided to let the foreign end of the operation run itself, to allow the recipient stores and chains to decide which types of products would be purchased and displayed. Commerce would partially reimburse the store for extraordinary sales promotional expenses and help them find producers of the kinds of product they wanted.

Three trial runs at stores in Australia, Israel and Japan (Georges, Shalom and Siebu) appeared to indicate that the idea was valid—immediate sales results were encouraging and many of the

GOOD TURNOUT—*Initial response to the new Commerce Department program has been enthusiastic, as indicated by the crowded aisle at this Japanese event. Thirty to forty of the world's top stores are requesting similar promotions.*

expected long range arrangements blossomed, such as the permanent mail order booths set up by Sears at the Seibu stores in Tokyo.

First full-scale efforts were staged recently in Hong Kong, Tokyo and Taiwan. Since then Commerce has had requests by some 30 to 40 major overseas department stores for U.S. consumer goods. Many of these, not interested in Commerce proposals a few years ago, have reversed attitudes and the problem is how to supply them. One example: a buying team from the most important chain in Germany will be here this month to obtain from five to ten million dollars in U.S. goods from hundreds of U.S. suppliers with Department of Commerce assistance.

The ability to meet this demand while the American advantage lasts will be a major near-term challenge to U.S. companies.

Although the initial thrust in consumer goods promotion has concentrated on foreign department stores, they are also being increasingly featured at U.S. Trade Centers and U.S. Trade Fair Exhibitions.

A WINNER!—*Taiwanese visitor gives thumbs up to U.S. display of consumer goods.*

There are, obviously, some "ifs": if the U.S. consumer goods industry which is traditionally oriented to the domestic market, can shift its sights to include a major overseas effort; if, having made the commitment, it can overcome certain material shortages to produce the required amounts; and if the energy crisis doesn't disrupt international trade patterns . . .

For details on the new program, call Charles E. Johnson of Commerce's Special Activities Division in the Office of International Marketing at 202-967-4705.

DOMESTIC BUSINESS REPORT

- **Economic growth mirrored in manufacturers' reports**
- **Industry highlights — yearend metals activity may change '74 scene**
- **Marked increase seen in number of local government employees**
- **'73 state tax revenues increased by 13.5 percent**
- **Corporate profits leveling off**

Foreign-Trade Zone Is Added In Kansas

Secretary Dent has signed a grant authorizing the establishment of a general purpose foreign trade zone at Kansas City, Kansas.

The new zone site becomes the third such facility in the Greater Kansas City area, two sites having been approved for Kansas City, Mo., earlier this year.

Grantee of all three sites is the Greater Kansas City Foreign-Trade Zone, Inc., a not-for-profit corporation affiliated with the bi-state area's Chamber of Commerce. Also approved was the expansion of Site 2 in Kansas City, Mo.

The new Kansas site is located within an underground warehouse facility operated by Inland Center. Some 405,000 square feet of space will be available on a public utility basis for storage, processing and assembly operations involving imported goods. As with the existing sites, the new zone is intended to assist firms engaged in international trade related activities where high Customs costs are involved.

A foreign-trade zone is an area under U.S. Customs supervision to which foreign merchandise may be brought without the immediate requirement of a formal Customs entry. The goods may be exhibited, stored, assembled, used in manufacture, or otherwise processed within the zone, and duties need not be paid until the goods enter U.S. Customs territory from the zone. Domestic goods moved into a zone for export are considered exported, for purposes of excise tax rebates, upon entering the zone.

Foreign-trade zone grants are issued under the Foreign-Trade Zones Act of 1934 which empowers the Board—consisting of the Secretary of Commerce, as Chairman, and the Secretaries of the Treasury and Army—to authorize qualified public and private corporations to establish zones in or near U.S. ports of entry.

With the new Kansas City, Kansas, zone there are now 15 authorized foreign-trade zone sites in the United States. Last year zones handled merchandise with a combined value of over $300 million, with over 30 percent of goods shipped being exported.

The Kansas City application was filed in August and was investigated by an Examiners Committee appointed under the Board's regulations.

Economic Growth Mirrored In Manufacturers' Reports

Manufacturers in five major industries reported value-of-production increases in 1972 ranging from 12 to 100 percent over the 1967 figures.

The reports came from the men's and boys' neckwear industry, special product sawmills industry, alkalies and chlorine industry, tufted carpets and rugs industry, and the knitting mills industry, and are contained in the Census Bureau's preliminary reports on the results of the 1972 Census of Manufactures.

The increase in value of production in men's and boys' neckwear in 1972 was 100 percent above the 1967 figures; in special product sawmills industry the 1972 increase over 1967 was 50 percent; in alkalies and chlorine, 12 percent; in tufted carpets and rugs, 95 percent; and in the knitting mills industry, 84 percent.

Preliminary summaries of the Census of Manufactures show:

The men's and boys' neckwear industry includes establishments primarily engaged in manufacturing men's, youths, and boys' neckties, scarfs, and mufflers, cut and sewed from purchased woven or knit fabric.

In 1972, the value of products shipped and miscellaneous receipts of these establishments amounted to $290 million. Value added by manufacture at $142 million in 1972 was 104 percent above value added in 1967. Average employment in the industry showed an increase of 41 percent from 1967 to a total of 11,000 employees in 1972.

Of the $290 million total value of shipments and other receipts of establishments in the men's and boys' neckwear industry, $1 million were products primary to other industries and $30 million were receipts for miscellaneous activities, including receipts for contract work. The industry shipments of primary products represented 99 percent of the total manufactured product shipments.

The total value of men's, youths', and boys' neckwear shipped by all producers in 1972 was $273 million.

Special product sawmills include establishments primarily engaged in manufacturing excelsior, wood shingles, and cooperage stock and in sawing special products.

In 1972, the value of products shipped and miscellaneous receipts of special product sawmills amounted to $177 million. Value added by manufacture at $79 million in 1972 was 5 percent above value added in 1967. Average employment in the industry showed a decrease of 13 percent from 1967 to a total of 6,300.

Of the $177 million total value of shipments and other receipts of special product sawmill establishments, $10 million were products primary to other industries, and $7 million were receipts for miscellaneous activities.

Sawmill goods

The total value of special product sawmill goods shipped by all producers in 1972 was $165 million.

Establishments primarily engaged in knitting gloves and other articles are included in the knitting mills industry.

In 1972, the value of products shipped and miscellaneous receipts of establishments classified in the knitting mills industry amounted to $71 million. Value added by manufacture at $41 million in 1972 was 82 percent above value added in 1967. Average employment in the industry showed an increase of 27 percent from 1967 to a total of 3,800 employees in 1972.

Of the $71 million total value of shipments and other receipts $10 million were products primary to other industries and receipts for miscellaneous activities.

The total value of knitting mill products shipped by all producers in 1972 was $70 million.

The tufted carpets and rugs industry takes in establishments primarily engaged in tufting carpets and rugs from any textile fiber. Important products of this industry include tufted carpets, rugs, scatter rugs, and bathmats and bathmat sets except terry woven.

In 1972, the value of products shipped and miscellaneous receipts of establishments classified in the tufted carpets and rugs industry amounted to $2,789 million. Value added by manufacture at $947 million in 1972 was 111 percent above value added in 1967. Average employment in the industry showed an increase of 56 percent.

Of the $2,789 million total value of shipments and other receipts of establishments classified as tufted carpet and rugs manufacturers, $126 million were products primary to other industries and $122 million were receipts for miscellaneous activities.

The total value of tufted carpet and rugs shipped by all producers in 1972 was $2,636 million.

Establishments primarily engaged in manufacturing alkalies and chlorine showed value of products shipped and miscellaneous receipts of $803 million in 1972. Value added by manufacture at $437 million in 1972 was 4 percent above value added in 1967. Average employment in the industry showed a decrease of 31 percent from 1967 to a total of 13 thousand employees in 1972.

Of the $803 million total value of shipments and other receipts of alkalies and chlorine industry establishments, $262 million were products primary to other industries and $18 million were receipts for miscellaneous activities.

The total value of alkalies and chlorine shipped by all producers in 1972 was $801 million.

Industry Highlights

Yearend Metals Activity May Change '74 Scene

(Industry Highlights is prepared by the Office of Business Research and Analysis, Bureau of Domestic Commerce.)

Spot shortages of plastic medical and surgical supplies for health care application appear to be developing as a result of short supplies of petrochemical feedstocks.

Some members of the medical and surgical supply industry expect the supply situation to become critical in the near future unless some priority to obtain plastics and other materials is provided the specialized manufacturers of medical and surgical supplies.

The industry estimates its requirements for plastics at about two percent of total domestic plastics production. Some of the health care products affected are disposable syringes, plastic tubing used in intravenous fluids and blood donation sets.

Among the petrochemically based materials in short supply are polystyrene, polyethylene, polypropylene, solvents and resins.

According to the industry, other hard to get materials used in apparatus for the health care field are copper wire, printed circuit boards, cold rolled steel, stainless steel, castings, and some electrical and electronic components.

Scrap prices drop

The Pittsburgh price of No. 1 Heavy Melting Steel took a sharp drop of $5 per gross ton, from $77 to $71, Dec. 20. Philadelphia prices are also off $3, from $74.50 to $71.50.

These price drops are in part due to the recently announced first quarter export policy and possible energy problems.

As recently as late November, the Pittsburgh and Philadelphia prices were as high as $80.50 and $81 respectively. Chicago and San Francisco prices remain high.

With the current reduced Pittsburgh and Philadelphia prices it is anticipated that Chicago and San Francisco will also evidence price drops and that the December composite price will be lower than had been expected. The composite price of No. 1 Heavy Melting Steel stood at $77.33 Dec. 20, down from $80.67 Dec. 6.

Aluminum producers

Many U.S. primary aluminum producers have announced that, starting in early 1974, they will limit or eliminate production of products where price controls prevent reasonable profits. This action is being taken because of the tight supply of aluminum and Phase IV price restrictions.

As a result of this announced position, many independent fabricators and consumers of aluminum will be faced with a shortage of metal which in turn may either limit or shutdown their production operations. The Cost of Living Council action taken Dec. 6 on aluminum does not alleviate this situation. Whereas a Cost of Living Council special rule permits a price increase from 25 cents to 29 cents per pound for primary unalloyed ingot, all other forms and shapes must continue to be cost justified. This situation will not provide a basis for reallocation of metal to independent fabricators who do not produce their own primary products such as ingots.

Nonferrous metals

The House voted Dec. 18 to authorize sale of six stockpile materials (copper, zinc, aluminum, silicon carbide, molybdenum and opium) following approval of the legislation by the House Armed Services Committee a week earlier. On Dec. 19 the Senate approved the House amendments to the copper and opium bills, clearing the way for all of the bills to go to the White House for signature.

The General Services Administration is working out the details of its disposal programs which should contribute to lower prices for these materials.

Supply remains tight in most nonferrous metals and world market prices are generally down. London Metal Exchange copper quotes dropped to 88.2 cents a pound on Dec. 19, down some 11 cents from a week earlier and about 33 cents from their $1.20 record level reached two weeks ago. London Metal Exchange zinc prices slipped another 15 cents in the last week to 61.7 cents a pound (versus the 99 cent peak hit during the first week of December) while lead prices fell to 23.8 cents a pound Dec. 19 from a peak quoted two weeks earlier.

The overall declines in London are being attributed to the current gloomy economic situation in Britain, Western Europe, and Japan and to the related concern over the impact that fuel shortages will have on demand. For example, in copper the energy crisis is generally expected to take a greater toll in consumption than in production, since the bulk of copper consumption is based in industrial nations.

Zinc demand could also be heavily affected by cutbacks in U.S. auto production and shifts to smaller, lighter-weight cars.

Lower prices of nonferrous metals were also partially the result of progress on stockpile legislation which promises to inject a degree of new copper and zinc supplies into the market. A reaction to the Cost of Living Council action Dec. 6, relaxing Phase IV controls on nonferrous prices has also been a factor in the decline. In addition,

commodity prices in London and New York have dropped as a result of traditional year end liquidation of positions and the end to the short covering scramble which occurred early in December.

Despite the decline in prices and expectations for a slowing of demand, supplies remain very tight. Copper and brass fabricators report increasing delays in receiving shipments of primary copper. Their response to GSA's first tender for stockpile copper, anticipated sometime after Feb. 1, is likely to be overwhelming.

An already tight zinc market is now suffering the effects of the Dec. 7 shutdown at Cominco's new Trail smelter in British Columbia. The facility, which produces 270,000 metric tons per year and is a major supplier to the U.S. market, is now operating at about 10 percent of its normal rate. The Canadian producer hopes to resume normal production by the second or third week in January.

Marked Increase Seen In Number Of Local Government Employees

Local governments in the nation's 72 largest metropolitan areas employed 4.2 million persons in October 1972 and their payrolls totaled nearly $3.2 billion, a new Census Bureau report shows.

The report notes that this was a sharp increase over the October 1970 figures when employment totaled 3.9 million, and payrolls reached $2.7 billion. In October 1971, local government employment in the 72 Standard Metropolitan Statistical Areas was slightly more than four million, and payrolls totaled about $2.9 billion.

Slightly more than one sixth of all persons counted as paid employees of local governments in these largest metropolitan areas were employed on a part time basis. When the number of these employees is discounted by applying average full time earnings rates, the full time equivalent employment in October 1972 was 3.7 million.

The 1972 Census of Governments shows that these 72 metropolitan areas included within them more than 12,900 local governments or 16.5 percent of the U.S. total. Approximately 107 million persons, or 53 percent of the national population, lived in the 72 metropolitan areas.

Education, by far, accounted for the largest portion of local government employment, with about half of all such employees. About 68 percent of the total in education were teachers.

More than half—54 percent—of all local government employees worked in the 72 largest metropolitan areas, and they accounted for 63 percent of all local government payrolls.

Largest cities

There were 342.8 employees per 10,000 of population in the 72 largest metropolitan areas in 1972, compared with 315.8 per 10,000 for local governments outside these metropolitan areas. This is due, partly to the fact that local governments in large urban areas frequently provide services such as airports, ports or terminal facilities and utilities that often are privately owned or unavailable in other areas.

Also, the personnel requirement of other services such as police and fire protection, sanitation, and health increase as population density increases in the metropolitan areas.

Copies of *"Local Government in Selected Metropolitan Areas and Large Counties: 1972,"* GE-72, No. 3, are available for $1.25 each from the Superintendent of Documents, Washington, D.C. 20402, or from U.S. Government Printing Office, Commerce District Offices in major U.S. cities.

—Census Bureau

'73 State Tax Revenues Increased 13.5 Percent

State governments collected $67.9 billion in taxes during the 1973 fiscal year, a new Census Bureau report shows. The sum represents a 13.5 percent increase over the $59.9 billion collected in the previous fiscal year.

The report shows that general sales and gross receipts taxes continue to be the leading tax revenue source for states, increasing nearly 12 percent between the 1972 and 1973 fiscal years to $19.7 billion.

Corporate net income taxes and individual income taxes showed the highest percentage gain over fiscal 1972—23.1 percent and 20 percent, respectively.

More than half of all state tax revenue was collected in eight states. They were New York, $8.2 billion; California, $7.3 billion; Pennsylvania, $4.4 billion; Illinois, $3.7 billion; Michigan, $3.5 billion; Texas, $2.8 billion; Ohio, $2.7 billion, and Florida, $2.5 billion.

Thirteen states had tax revenue increases in fiscal 1973 of 15 percent or more over the previous year while only two states showed an increase of less than 5 percent.

The report, with detailed figures for each of the 50 states, shows only revenue from tax collection. States also received revenue from the federal government, insurance trust sources, and from charges and miscellaneous sources.

Copies of *"State Tax Collections in 1973,"* GF 73, No. 1, are available for 70 cents from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402, or from Commerce District Offices in major U.S. cities.

—Census Bureau

Third Quarter Corporate Profits Were Unchanged

Before-tax book profits of corporations were virtually unchanged in the third quarter at a seasonally adjusted annual rate of $129 billion, according to revised estimates by the Bureau of Economic Analysis.

Corporate profits tax liability, now estimated at $57.6 billion at a seasonally adjusted annual rate, compared with $57.4 billion in the second quarter. After-tax earnings, at $71.5 billion, were also little changed. Dividend payments, at $28.1 billion, were up $.8 billion while retained earnings decreased $.8 billion to $43.4 billion. Corporate capital consumption allowances increased $1.2 billion to $71.7 billion. Cash flow—retained earnings plus capital consumption allowances—rose to $115.1 billion, up $.4 billion from the seasonally adjusted second quarter rate.

Third quarter inventory profits are estimated at $17 billion, $4.1 billion less than in the second quarter. As a result, the national income measure of pretax corporate profits rose $4.1 billion to $112 billion. The second quarter gain was $3.6 billion.

The increase in profits as measured for national income purposes was centered in nondurable goods manufacturing; the transportation, communication, and public utilities group; and in financial institutions. There was a sharp drop in the earnings of durable goods producers reflecting a large decline in the motor vehicles industry.

National income, which measures the nation's output in terms of income generated in production, advanced $29.2 billion (revised) to $1,067.4 billion. The other components of national income—proprietors' income, rental income, and net interest—also rose.

Third quarter national income gains were recorded for all industry divisions. Above average relative increases occurred in income originating in agriculture; mining; construction; communications; electric, gas and sanitary services; and in the net inflow of property income from abroad.

Minerals Industries Show Growth In 1972

Trends in the minerals industries, an important sector of the industrial economy, are reflected in three new preliminary reports by the Census Bureau on the 1972 Census of Minerals Industries.

The reports cover bauxite and other aluminum ores, ferroalloy ores except vanadium, and uranium-radium-vanadium ores. Preliminary results, in summary, show:

The bauxite and other aluminum ores industry includes firms primarily engaged in mining, milling, or otherwise preparing bauxite and other aluminum ores.

In 1972, the value of products shipped and miscellaneous receipts of bauxite and other aluminum ores firms amounted to $28 million, a decrease of 3 percent compared with 1967. Value added in mining amounted to $24 million in 1972.

The ferroalloy ores, except vanadium, include manufacturing firms in mining, milling, or otherwise preparing ferroalloy ores.

In 1972, the value of products shipped and miscellaneous receipts of establishments in the ferroalloy ores industry amounted to $160 million, an increase of 48 percent compared with 1967. Value added in mining amounted to $135 million in 1972, an increase of 48 percent compared with 1967.

The uranium-radium-vanadium ores industry includes firms primarily engaged in mining, milling or otherwise preparing the ores.

In 1972, the value of products shipped and miscellaneous receipts of establishments in the three ores industries amounted to $227 million. Value added in mining amounted to $155 million in 1972.

Calendar For Businessmen

Jan. 16-18—New York—Super Ocean Carrier Conference on "The Million Ton Carrier."

Jan. 18—San Francisco—Western Shipbuilding Association annual meeting. Robert J. Blackwell, Assistant Secretary of Commerce for Maritime Affairs, will be the principal speaker.

Jan. 21-25—Washington—Highway Research Board 53rd annual meeting. For information, Mrs. Damon. Phone: 202-961-1334.

Jan. 27-29—New Orleans—Public Labor-Management Relations Workshop, sponsored by National Association of Regional Councils. For information, NARC, Washington. Phone: 202-296-5253.

Feb. 20-21—Washington—Workshop in Intercultural Communication—to deal more effectively with people of other nations. For information, HumRRO, Dept. J., 300 N. Washington St., Alexandria, Va. 22314.

March 4-5, 1974—Louisville—Fourth Environmental Engineering Conference, sponsored by International Association for Pollution Control and University of Louisville.

April 1-4, 1974—Detroit—Water- and Wastewater Equipment Manufacturers Industrial Water and Pollution Conference and Exposition.

May 14-16, 1974—Washington, D.C. — Fourth Marine Pollution Control Conference sponsored by the International Association for Pollution Control.

INTERNATIONAL COMMERCE REPORT

- **Washington Official Trade Briefs**
- **Finland: slower business pace, more imports**
- **Panama growth, trade prospects**
- **Optimism in South Africa's business community**
- **Recent international business reports reviewed**
- **Worldwide trade fair schedule for 1974**

Taiwan U.S. Trade Center Opens In March

The Commerce Department will open a U.S. Trade Center in the Republic of China (Taiwan), March 22, the 14th such Center set up to promote the sale of U.S. products in overseas markets.

Commerce Secretary Dent, making the announcement, noted that Taiwan is a growing market for U.S. goods and that Taiwan's recently adopted policy to increase its purchases from the U.S. should be a boon to American exports, which were 50 percent higher for the first six months of 1973 than for the similar period in 1972. Export prospects to Taiwan continue to be inviting. Its total imports in 1972 exceeded $2.5 billion, a growth of $1 billion in only two years, with the U.S. share now at about 25 percent.

Secretary Dent pointed out that two representatives of the Republic of China's Board of Foreign Trade will be stationed at the Center to help implement efforts to increase imports from the U.S.

The new Trade Center is in the Taiwan Glass Bldg., Nanking East Rd., Taipei. U.S. firms already doing business in the Republic of China are being invited to display their products at the opening.

Five other exhibits of U.S. products are scheduled for the balance of 1974. The first, an exhibit of U.S. industrial and scientific instrumentation with 18 American firms participating, will run from May 20-24. Other exhibits planned are: July, printing and graphic arts catalog show; September, dockside and shipboard equipment; October, business equipment, and November, consumer goods.

Between these scheduled exhibits, the Center will present a variety of other promotional events, such as catalog shows, seminars, and individual Between - Show - Promotions by American firms.

The Center will have about 2,500 square feet of exhibition space, a library of selected commercial reference works, a conference room for seminars and business meetings to accommodate up to 60 persons, two small conference rooms, and a businessmen's lounge.

AT WORKING SESSION—*In Manila, the U.S. group attended a working session of the Philippine Medicare Commission, at which Mission Director Gerald Marks (left) talked with Chairman Pacifico Marcos, brother of President Marcos.*

Equipment For Health Care Needed In Southeast Asia

The governments of Thailand, Malaysia, Singapore, and the Philippines all recognize the need for improvement of both curative and preventive medicine in their countries. Their positive attitudes are reflected in the establishment of substantive plans towards this end. Thus, a recent U.S. health care industries trade mission found growing markets for equipment in each of these Southeast Asian countries.

The potential for sales covers virtually all facets of hospital-related equipment—from beds to advanced technical machinery. Eye, ear, nose, and throat specialists, for example, showed a lively interest in the basic tools of their specialty and a widespread curiosity in the use of contact lenses, according to Mission Director Gerald M. Marks, Director of the Commerce Department's District Office in Chicago.

Mission members had a variety of appointments, both individually and collectively; they met with prospective agents, distributors, hospital administrators, doctors, nurses, bankers, and a wide range of government officials. Briefings by local government officials put into perspective the directions in which each of the countries is moving and outlined the mechanics of selling in each market.

Increased worldwide demand for goods, accompanied by higher prices for the raw materials and commodities produced in this region, has stimulated economic growth. That devaluation of the U.S. dollar—along with revaluation of our major competitors' currencies—has made U.S. products competitive in price had been pointed out to the mission earlier. The situation was confirmed for the members during their visit, as they found an unusual number of agents of European extraction residing there, representing European firms, and now wishing to represent American companies.

U.S. products are well accepted, the mission observed—especially in areas served by a large portion of U.S.- or U.K.-educated doctors. But regardless of acceptance, said Marks, "prospective buyers wanted contact with U.S. manufacturers", adding that "purchasers continually told mission members that good local representation is essential." Frederick Auth, Picker International, Cleveland, Ohio, noted: "The local representative should not only be capable of providing service during the marketing period, but must be able to aid in installation and service. Buyers' willingness to accept U.S. equipment cannot be taken for granted." This point was reinforced by Ralph Puck, Hill-Rom, Inc., Batesville, Ind.: "I feel there is a future in this market for our products if they are aggressively promoted through local sales agents who back the product with service and in turn have our support."

Philippines first

According to the mission's overall appraisal, the Philippine market should be the largest of those visited. The extensive number of Philippine doctors trained in the United States makes the market highly receptive to American products. Also, sophisticated technological equipment is of special interest.

A major limiting factor is the inability of the government to finance its ambitious health plans. "Very often in the course of the mission visit, there were indications that $60 million worth of long-term financing was needed, and that the nation which puts together the financing package will obtain the equipment orders," Marks observed. Reportedly, American proposals for financing the building and equipment of a 1,500-bed University of Philippines Medical Center and teaching hospital would be welcome.

In Manila, the group attended a working session of the Philippines Medicare Commission, headed by Dr. Pacifico Marcos, brother of the President. At a briefing by key government planning officials, proposals for eleven 300- to 500-bed regional hospitals and a Heart Center for Asia were discussed. In

IN SINGAPORE—*Here the U.S. Trade Center was used not only for a seminar by the mission participants, but as a convenient location for individual interviews.*

addition to public facilities, the Philippines has an extensive network of private hospitals, which are undergoing expansion.

New facilities in Malaysia

In Malaysia, Dr. Gurmukh Singh, Deputy Director of Planning and Development in the Ministry of Health, reported on the country's medical picture and on plans through 1980 for delivery of health care services. Dr. Singh, in discussing hospital plans, stressed that while in the past they had tried to rebuild their extensive network, they have now altered policy to build entirely new facilities. He discussed plans for a hospital in Kuala Lumpur that would have a core of 900 beds and specialty institutes around the core that would bring the bed capacity up to 2500. In addition, he outlined plans for three other 800-bed hospitals and a program for three new schools of nursing.

At present, about 7 to 8 percent of the budget goes for operating health care facilities—the fourth largest item in the budget. The capital development budget amounts to about $100 million, of which about $20 million will be spent for hospital equipment during the current five-year plan. Not included are private expenditures for hospitals and clinics. Although the health care delivery system traditionally has been public, a private sector is emerging as government doctors start opting for private practice—which will probably produce a number of 100-bed hospitals providing additional opportunities.

Some members of the mission visited the Orang-Asli hospital outside Kuala Lumpur. They noted some American equipment in use, but the majority was of European origin.

Financing did not appear to be a problem in Malaysia.

Plans in Singapore

In Singapore, the participants visited the Outram Road General Hospital, where they were briefed by Dr. S. B. Kwa, Director of Medical Services at the hospital, in his role as Director of Planning for Singapore of hospital facilities. A new 1300-bed general hospital is under design by a British architect. For another 1200-bed facility, to be built at the University of Singapore and scheduled for completion by 1980, there is a strong possibility that an American hospital planner may be selected as the designer, the mission leader reported. A third 900-bed hospital is expected to be completed in Singapore by 1980. "Here again, the plans seem rather firm and financing does not seem to be a problem," Marks commented.

Dr. Kwa clearly stated that "although most of the doctors were trained in the United Kingdom and this could be the reason they favor U.K. equipment, a far more important factor might be the lack of contact with American manufacturers."

Changes in Thailand

U.S. Embassy officials in Thailand, briefing the mission on developments in the country, emphasized that some of the recent government changes make it difficult to pinpoint precisely who the responsible health officials are, and to appraise market potential—because of uncertainty as to what portion of the budget will be allocated to health. However, said Marks, the large number of Thai doctors trained in the United States should make for a high receptivity for American manufacturers who are willing to pursue this market.

The following firms and representative of each, in addition to those already mentioned, comprised the mission: Amsco International, Erie, Pa., Barry Byrne; Friesen International, Washington, D.C., Richard Downs; Gomco Surgical Mfg., Buffalo, Allan D. Pearson; Surgical Mechanical Research, Newport Beach, Calif., John A. Gustafson; Danker & Wohlk, Uniondale, N.Y., Robert Danker; Getz Bros., San Francisco, William E. Bowers; and Puritan-Bennett International, Berkeley, Maurice C. Boyer.

Washington's

Official Trade Briefs

This article is another in a series of reports outlining actions by domestic, foreign, or international agencies affecting world trade, as compiled by the Legislative and Tariff Policy Division of the International Economic Policy and Research Staff's Office of International Trade Policy.

THE PRESIDENT

President Nixon on Dec. 20 announced the appointment of 22 persons as members of the new President's Export Council. They are:

Fletcher L. Byrom, Koppers Co., Pittsburgh, Chairman; F. Perry Wilson, Union Carbide Corp., New York, Vice Chairman.

James H. Binns, Armstrong Cork Co., Lancaster, Pa.; Werner C. Brown, Hercules, Inc., Wilmington, Del.; Hugh G. Chatham, Chatham Mfg., Elkin, N.C.; Edward W. Cook, Cook and Co., Memphis, Tenn.; R. Hal Dean, Ralston Purina Co., St. Louis; E. Mandell de Windt, Eaton Corp., Cleveland; J. Robert Fluor, Fluor Corp., Pasadena; John L. Hanigan, Brunswick Corp., Chicago.

Also, John W. Hanley, Monsanto Corp., St. Louis; John D. Harper, Aluminum Company of America, Pittsburgh; Robert Hatfield, Continental Can Co., New York; Melvin C. Holm, Carrier Corp., Syracuse, N.Y.; John V. James, Dresser Industries, Dallas; Reginald H. Jones, General Electric Co., New York.

Also, J. Paul Lyet, Sperry Rand Corp., New York; David C. Scott, Allis Chalmers Corp., Milwaukee; Mark Shepard, Jr., Texas Instruments, Dallas; Lynn A. Townsend, Chrysler Corp., Detroit; Calvin W. Verity, Jr., Armco Steel Corp., Middletown, Ohio; and T. A. Wilson, Boeing Corp., Seattle.

The President's Export Council and the President's Interagency Committee on Export Expansion, working through the Council on International Economic Policy, will recommend short-term action to achieve material improvement in the U.S. trade account; long-term programs to achieve equilibrium in the U.S. balance of payments; and action to remove domestic impediments to U.S. exports and improve or supplement existing incentives.

THE CONGRESS

Votes: On Dec. 11, the House passed H.R. 10710, the "Trade Reform Act of 1973," by a vote of 272 to 140. The amendment to deny Export-Import Bank credits to communist countries which restrict emigration was agreed to by a recorded vote of 319 to 80. The House rejected an amendment that sought to strike Title IV from the bill (see full review in *Commerce Today*, Dec. 24, Pages 4-9). H.R. 10710 was referred to the Senate Committee on Finance for consideration.

H.R. 11450, the National Emergency Act, passed the House on Dec. 14 by a vote of 265 to 112. The bill contained several trade related amendments. One of these amendments provides that the Administrator may restrict exports of coal and petrochemical feedstocks if such exports will result in unemployment in the United States. Another amendment prohibits the export of petroleum products for military use in Indochina. The Senate will resume consideration of the bill when Congress returns.

On Dec. 18, the House passed H.R. 11273, the "Federal Noxious Weed Act of 1973," to provide for the regulation of the movement in foreign commerce of noxious weeds. The bill has been sent to the Senate Agriculture and Forestry Committee.

H.R. 11575, the Defense Appropriation Act, previously approved by the House, passed the Senate on Dec. 13. The Cotton Amendment to the bill bars the use of funds for shipment of petroleum products to Southeast Asia. The Defense Appropriation Act was delivered to the President for action on Dec. 20.

On Dec. 18, by a 54 to 37 vote, the Senate passed S. 1868, to ban the importation of Rhodesian chrome ore. The bill has been referred to the House for consideration.

Congressional Hearings: The Subcommittee on Merchant Marine of the House Committee on Merchant Marine and Fisheries held a hearing on Dec. 4 on H.R. 8193. The bill would require that a percentage of U.S. oil imports be carried on U.S. flag vessels.

Also, the Subcommittee on Energy of the Senate Committee on Finance continued hearings on fiscal policy involving taxation and trade as they relate to the energy crisis.

Committee Action: H.R. 8547, an act to amend the Export Administration Act of 1969, to protect the domestic economy from the excessive drain of scarce materials and commodities, and to reduce the serious inflationary impact of abnormal foreign demand, was favorably reported by the Senate Committee on Banking, Housing and Urban Affairs on Dec. 7.

New Legislation: Since the opening of the 93rd Congress, some 410 trade and related bills have been introduced. Legislation not previously reported in the Official Trade Briefs Column includes S. 2411, to amend the Export Administration Act of 1969 to provide for regulation of export of agricultural commodities; S. 2728, to provide for control and eradication of noxious weeds, and regulation of the movement in interstate or foreign commerce of noxious weeds and potential carriers thereof, and for other purposes; S. 2630, to es-

tablish a temporary joint committee on foreign trade; S. 2764, to provide for the free entry of a 3.60 meter telescope for the use of the Canada-France-Hawaii telescope project at Mauna Kea, Hawaii; and S. 2737, to establish controls on the export of certain energy producing commodities.

Also, H.R. 10494, to prohibit the export of domestically extracted crude oil, and any petroleum products made from such oil, unless Congress first approves such exportation; H.R. 10733, limiting exports of copper, and for other purposes; and H.R. 11222, to authorize the establishment and maintenance of reserve supplies of soybeans, corn, grain, sorghum, barley, oats, and wheat for national security and to protect domestic consumers against an inadequate supply of such commodities; to maintain and promote foreign trade; to protect producers of such commodities against an unfair loss of income resulting from the establishment of a reserve supply; to assist in marketing such commodities; to assure the availability of commodities to promote world peace and understanding; and for other purposes.

TARIFF COMMISSION

Adjustment Assistance—Workers: The Commission has opened two new investigations as a result of petitions filed on behalf of the Globe Corp. of Cincinnati, Ohio, and its workers **(men's suits, coats and trousers)** and by the former workers of the Elmira, N.Y. plant of the Motor Components Division of the Bendix Corp. **(bicycle hubs incorporating coaster brakes).** The investigations will determine whether the firm and the workers are eligible to apply for adjustment assistance. In other action, the Commission reported to the President that it was equally divided on whether former workers of Moxees Shoe Corp., Auburn, Maine, meet the requirements of the Trade Expansion Act of 1962 for applying to the Department of Labor for adjustment assistance. In evenly divided cases, the President makes the final decision and may consider the findings of either side as the Commission's finding.

All three programs for controlling capital outflow from the U.S. have been liberalized, effective Jan. 1. Under the Foreign Direct Investment Program, administered by the Department of Commerce, the minimum allowable available to smaller direct investors will be raised from $10 million to $20 million, and the earnings allowable will be increased from 60 percent to 100 percent of foreign affiliate earnings for either 1973 or 1974, at the direct investor's option. A new "debt repayment allowable" will be added that will authorize a direct investor to repay 20 percent of total outstanding foreign investment as of the end of 1973.

The Treasury Department's Interest Equalization Tax is being reduced from 11.25 percent of the value of stocks and long-term bonds purchased abroad to 3.75 percent. While the former figure had the effect of reducing the yield on these instruments by ¾ percent, the latter figure will curtail yield by only ¼ percent.

The Federal Reserve Board has liberalized the Voluntary Foreign Credit Restraint program. It is enabling U.S. banks and other financial institutions to increase their loans to foreign residents, and freeing them from the prohibition on loans beyond one year to residents of Western Europe.

Section 337 (Unfair Import Competition) Cases: On the basis of the submissions made to the Commission by interested parties, the Tariff Commission on Nov. 20 dismissed preliminary inquiry 337-L-50 without a determination on its merits. The complaint was filed by Stanley Works, New Britain, Conn. (combination measuring tools).

Dumping Cases: The Tariff Commission has concluded two investigations of articles previously determined by the Treasury Department to be sold at less-than-fair value (LTFV). The Commission determined that two U.S. industries are sustaining injury by reason of LTFV imports of **calcium pantothenate and expanded metal, of base metal** from Japan. As a result of the Commission's findings, these imports will be subject to special dumping duties.

OTHER AGENCIES

Treasury-Dumping: The Treasury Department has issued formal dumping findings with respect to **elemental sulphur** from Canada and **polychloroprene rubber** from Japan. This is the final administrative requirement in antidumping investigations. Previously, Treasury found that the products in question were being sold in the United States at LTFV. The cases were then referred to the Tariff Commission which determined that industries in the United States were being injured by reason of the LTFV sales. As a result, all LTFV imports of **elemental sulphur** from Canada and **polychloroprene rubber** from Japan will be subject to special dumping duties.

In other activity, Treasury withheld appraisement on **regenerative blower/pumps** from West Germany. Under provisions of the Antidumping Act of 1921, the Secretary of the Treasury is required to withhold appraisemcnt whenever he has reason to believe or suspect the existence of sales at LTFV.

A new investigation to deter-

mine if sales at LTFV are occurring has been initiated with respect to **tapered roller bearings** from Japan. Treasury also has issued notices of final discontinuance with regard to investigations of alleged LTFV sales of **hand-operated plastic pistol-grip liquid sprayers** from Korea and **natural rubber thread** from Italy.

Treasury—Countervailing Duty: On Dec. 4, Treasury announced the issuance of a countervailing duty proceeding notice covering die presses from Italy. Section 303 of the Tariff Act of 1930 requires the Secretary of the Treasury to levy a countervailing duty equal in amount to any grant or bounty which a country bestows on its exports to the United States.

Labor—Adjustment Assistance: On Dec. 7, the Bureau of International Labor Affairs announced that about 90 former employees of the Paterson, N.J. plant of the Don Gustin Shoe Co., whose employment was adversely affected by increased imports of **women's footwear,** have been certified as eligible to apply for trade adjustment assistance. The Labor Department certification follows a Tariff Commission report to the President that the workers became unemployed because of increased imports, which resulted in major part from trade agreement concessions.

International Trade Briefs

Textile Arrangement: On Dec. 20, the GATT Textile Negotiating Group, meeting in Geneva, agreed to a comprehensive multilateral arrangement to regulate world trade in man-made fiber, wool and cotton textiles. The new arrangement is effective from Jan. 1, 1974 and will have a four-year term.

This agreement, considered a major accomplishment within the GATT, involves over 50 countries with divergent interest in textile trade. No countries made reservations regarding the Agreement. Each country will officially accede to the Agreement by notifying the GATT.

Thunderbird Management School Has New Name

American Graduate School of International Management is the new name of the former Thunderbird Graduate School of International Management at Glendale, Arizona.

The school was founded in 1946 under the name American Institute for Foreign Trade by Air Force General Barton K. Yount and a group of New York and Phoenix businessmen. The Thunderbird name was adopted in 1968. The school will continue to call its site the Thunderbird campus and use a stylized thunderbird as its identifying symbol.

The school is affiliated with the American Management Associations, Inc., and uses the AMA library facilities, seminar resources, speakers and other cooperative elements. Its current enrollment of 868 is the largest in its history.

France Sets New Rules On Medical Equipment

All electrical medical equipment now sold in France must comply with French norms established for various categories of apparatus and must undergo a period of testing before formal approval of the equipment can be obtained. Information about important standards pertaining to such characteristics as electrical current, minimal functional performance and safety features is contained in DIBA 74-02-002, a Foreign Market Report which can be obtained on a loan basis from the U.S. Department of Commerce, Room 1617, Washington, D.C. 20230.

World Traders Data Report Price Increased

The World Traders Data Report Service, after a full year of use of international telegraph rather than air mail to transmit requests and information between the Department of Commerce and Foreign Service Posts, is revising its schedule of fees.

Introduced in January of 1973 to improve this service to U.S. businessmen, the telegraphic method of reporting has reduced by half the time required to place a World Traders Data Report (WTDR) into the hands of an exporter or potential exporter. During 1973, more than 35,000 requests for WTDRs, at $5 each, were processed. Effective Feb. 1, the price per report will be increased to $15.

The WTDR service provides descriptive and background data on specific foreign firms. Though not credit reports, they contain names and addresses of sources of credit, financial and commercial data as well as information on year established, number of employees, method of operation, lines handled, size of firm, name of an executive officer, general reputation in trade and financial circles, and names of the firm's trading connections. A WTDR is considered current for a period of 18 months.

One of the principal users of WTDRs, the Foreign Credit Insurance Association (FCIA), accepts the WTDR as one of the reports used in determining the credit worthiness of an overseas buyer.

Users of WTDRs may submit their requests on forms supplied by any Commerce Business Service District Office or by the Export Information Division, Bureau of International Commerce, Room 1313, U.S. Department of Commerce, Washington, D.C. 20230.

French Economic Moves Tighten Credit, Tax Rules

France's Finance Minister Giscard d'Estaing presented new economic measures on Dec. 5, eve of the general strike.

The French Government is continuing to take minimum restrictive measures despite strong public discontent over inflation. Credit restrictions are a continuation of present policies.

These measures continue to reflect greater Government concern with economic slowdown than with price increases. Although the list of measures summarized below is long, the overall deflationary effect probably will be slight. The present price control system will be maintained and no wage controls decreed.

The December 5 announcement provides that:

► The payment of personal income tax will be advanced. The initial payments required in 1974 will be increased and succeeding payments will be reduced.

► Corporate income tax payments will also be advanced. The additional early revenue should total 2.3 billion francs.

► The Government will cut 1974 expenditures by 400 million francs.

► Certain public works outlays will be delayed until the second half of 1974.

► Bank loan restrictions will continue to tighten.

► Loans of several public lending institutions in the first half of 1974 will be limited to the amount loaned in the same 1973 period.

► Savings are to be encouraged. Interest payments are to be increased, and current tax advantages extended. In particular, the tax deferral for income under profit sharing plans is extended beyond the present five-year limit.

► Import quotas for non-market economies will be increased 50 percent.

► The French electric and gas utilities will no longer have their capital investments controlled for economic reasons.

► Industry borrowing to finance energy saving investments will be removed from the bank credit ceilings. Eligible forms of investment will be announced.

► The present price control system is to be more strictly applied and enforced. Prices of services are to be frozen until March 31. The additional charges made for industrial and commercial building rents are to be investigated.

► Public utility charges, except those related to energy will be frozen through March.

► Rents will be frozen until July.

► Although no wage or income policy was announced, business and labor were asked to show some restraint. The Finance Minister asked that increases in dividend payments be limited to 5 percent or that they not be distributed until 1975 or during the second half of 1974 at the earliest.

Thessaloniki Fair's Sales Up 50% In '73

Last fall's 38th International Fair of Thessaloniki had considerably higher announced sales figures than in previous years. According to statistics released by the fair administration, preliminary estimates on transactions concluded during the Fair total $50 million; with final figures expected to top $60 million. This represents a 50 percent increase over estimated 1972 sales. Total visitors to the Fair grounds were estimated at about 1.5 million people.

Nineteen foreign governments were officially represented at this year's Fair. The Italian indoor exhibit was again the largest foreign display followed by the Soviet Union which returned after a one-year absence.

The U.S. Pavilion, again organized around exhibits by American firms in Greece, included a Business Development Center sponsored by the Department of Commerce and attracted an estimated 44 percent of the visitors.

CHECKING THE COMPETITION—*Potential local buyers are not the only visitors to U.S. trade exhibits abroad. Here, the Netherlands' Ambassador to Greece inspects the Mobil exhibit at the Thessaloniki International Fair.*

Trade Fairs, Centers

Three Commerce Events Give Foreign Market Entry

U.S. producers of micrographics, printing and graphic arts, and petrochemical equipment will be able to display their goods to select buying audiences at three upcoming Commerce Department exhibits overseas.

Micrographics and document handling systems: Japan. The U.S. Trade Center in Tokyo has scheduled an April 1-6 exhibit to help U.S. manufacturers of micrographics and document handling systems increase their sales in the expansive Japanese market. Sales of these products have more than tripled from $3.5 million to $11.6 million between 1968 and 1972 and are expected to more than double again, to $25 million, by 1976. U.S. micrographics products supply about 30 percent of the Japanese market and account for almost all imports, which are expected to gross $20 million during 1972-76, into Japan.

Since late 1971, U.S. micrographics products have been attractively priced for Japanese buyers because of realignment of the U.S. dollar with the yen. With cumulative micrographics sales forecast to reach $90 million from 1972 through 1976, fastest dollar growth is anticipated for sales of computer-output-microfilm recorders, followed by reader/printers, cameras, readers, and processors.

Anticipated aggregate U.S. exports of about $19 million during the period 1972-76 break down by main products as follows: COM equipment, $8.1 million; cameras, $3.3 million; reader/printers, $2.5 million; supplies, $2.8 million; processors, $2.3 million.

For details, call Ray Alvarez or Suresh (Sam) K. Dhir at 202-967-2709.

Printing & graphic arts equipment and materials: Germany. The U.S. Department of Commerce is arranging an exhibition of a broad range of printing and graphic arts equipment at the U.S. Trade Center in Frankfurt, May 13-17. The exhibition will include equipment for composing, plate making, paper handling, printing and binding, together with accessories, controls and materials.

The German Graphic Arts Industry comprises some 6,400 firms with 225,000 employees. In addition, there are about 1,130 in-plant printing shops and 2,520 establishments registered as handicraft shops. In the past ten years the printing industry has grown more rapidly than the average of all manufacturing industries, and a growth rate of 10 percent to 15 percent a year is forecast for the balance of the seventies. The U.S. share of Germany's imports of graphic arts equipment amounted to 20 percent, or $17 million, in 1972. While total imports of this equipment reflected a growth of 65.5 percent during the past two years, imports from the U.S. increased by 89.3 percent.

The depreciation of the dollar against key foreign currencies due to the monetary realignments in the past two years have made U.S. products much more competitive in European Markets. In a recent poll of the U.S. manufacturers of printing equipment seventy percent said that the selling prices for their products in Europe are now 25 percent to 30 percent cheaper than a year ago. Some indicated that for the first time in years they are finding German markets attractive.

For details call Don Schmadel at 202-967-2177.

Petrochemical equipment: USSR. The U.S. Department of Commerce is sponsoring a commercial exhibition by 40 U.S. firms at the specialized foreign exhibition, Polymery '74, Sept. 3-16 in Moscow.

The petrochemical industry is a high-priority sector in the 1971-75 Plan—the "chemicalization of the Soviet economy"—but the USSR is falling behind its planned growth rate in this area because of the decreasing efficiency in capital investment to produce new products and to increase output. Investment in the 1971-75 plan is to be 91 percent higher than the previous five-year total. Total investment is targeted at 4.2 billion roubles in 1974 and 4.7 billion for 1975. A large portion of this investment is going into the reconstruction, expansion, and technological overhaul of existing plants.

The rate of investment in the chemical-machine building industry has been lagging behind that of investment in the petrochemical industry proper. Chemical industry planners have often been dissatisfied with the equipment furnished by domestic production and have indicated that better use of their investment comes through importing more efficient, reliable, and modern equipment. The 10 percent increase in 1971-72 in machinery imports, followed by a 56 percent jump in 1971-2, indicates a return to increased imports of new, continuous technological processes with fewer stages and lower consumption of fuel and power; plants incorporating automated process control systems; processes for the large-scale production of new synthetics; and more efficient individual pieces of equipment for existing production lines.

The continuing emphasis on reconstruction and overhaul of existing plants should be of major interest to small and medium-sized U.S. exporters of plastics processing equipment.

For information on exhibiting, call Jim Robb at 202-967-5163.

Finns Slow Business Pace But Step Up Import Rate

Business activity in Finland has slowed somewhat from the fast pace of 1972 and early 1973, and further moderation is predicted by the U.S. Embassy in Helsinki for the new year. Finnish imports should continue to rise strongly, however, and U.S. suppliers should compete effectively.

During 1973 trade deficits widened to record levels; price increases accelerated; acute labor shortages appeared; and industries in many sectors became faced with capacity limitations.

The gross domestic product in 1973 rose an estimated 6.0 percent, moderating somewhat from the 6.8 percent of the year before. Prospects for this year are for a further slowing down.

Leading the way

Major support for economic activities has come from exports, consumer expenditures, residential construction, and, to a lesser extent, private investments.

Industrial output in 1973 rose by a projected 8.0 percent, somewhat less than the 12.0 percent of 1972. Total output during January-August was substantially below the projected level, although production by forest-based industries, construction, and miscellaneous industries showed strength. Metals and metal products and machinery output tended to lag, but orders on hand increased and these industries performed better during the last quarter.

Worldwide petroleum shortages are not expected to have a serious impact on Finland for the immediate future so long as the Soviet Union meets its supply commitments, equal to two-thirds of Finnish petroleum requirements.

Basic demand factors are strong and there is definite evidence of overheating. Development in 1974 in which the GDP is estimated to rise by 4.5-5.0 percent, will depend importantly on steps taken by government policy makers to dampen price increases, reduce trade deficits, and to minimize cost increases.

The recent conclusion of the free trade agreement with the European Community will assist exports but industrial capacity must be increased to take advantage of this opportunity.

Exports by value developed favorably during January-September, increasing by 16.0 percent. Imports, however, rose by 25 percent and Finland incurred a record trade deficit of about $440 million. Prospects for 1974 are for continuation of a substantial trade deficit situation.

Import growth in 1973 took place largely in machinery and equipment (+30 percent), passenger cars (+20 percent), and foodstuffs (+35 percent); other categories also registered a strongly rising trend. U.S. exports increased sharply—our share of Finnish imports rose to 4.9 percent in 1973 from 4.4 percent in 1972.

This development reflected the improved U.S. competitive position and Finnish purchase of a large passenger ship, M/S Freeport. Imports in 1974 of both consumer and industrial products should continue to expand vigorously (about 10 percent by volume).

Finnish exports were led by products of the forest-based industries. Exports of textiles, mining products, chemicals and foodstuffs marked time while exports of metal products rose in line with the overall export trend. The United States as a market for Finnish products increased by value but our share of total trade declined.

Private investment activities may pick up in coming months with settlement of the free trade agreement with the Community and in response to the obvious need for new industrial capacity. Total investment in 1973 rose only about 4.5 percent, but for machinery and equipment it climbed 7-8 percent.

Of some interest in this regard is the recent $4 million joint venture between COMPAC Corp. of New Jersey and Oy Tilgmann of Helsinki to manufacture self-adhesive products.

Projects of interest

Examples of publicly announced investment projects of potential interest to the United States are:

► plans for possible construction of a pipeline through Finland to supply Soviet natural gas to Sweden.

► the decision to construct a third petroleum refinery with perhaps a 7 million-ton crude throughput capacity at Skoldvik, valued at about $270 million.

► the decision to construct a new pulp mill at Kaskinen on the west coast, valued at about $135 million.

► the decision of the paper and pulp firm, Enso-Gutzeit Oy, to modernize and expand plants at Kaukopaa, Pankakoski, Saynatsalo, Karhula and Kotka, valued in excess of $100 million.

► plans of the city of Helsinki to build an electric generating plant in cooperation with Imatran Voima.

► plans of the Rautarukki Oy steel firm to carry out an iron processing development program and to double steel output to about 1.7 million tons annually.

Projected energy requirements for the coming decade also will involve construction of large electrical generating plants, many of which will be nuclear.

As evidenced by a 45.9 percent

IN WESTERN FINLAND—*Machinery is constructed at Rauma-Repola Oy's works located at Pori. Finnish industrial output rose by an estimated 8 percent last year.*

increase in U.S. sales to Finland during January-September 1973, as compared with the year before, the competitive position of U.S. products has improved sharply. The devaluations of the U.S. dollar, together with the up-valuation of currencies of some of the major competing countries in Europe and Japan, have provided new opportunities for American exporters.

Finnish business sources report that American products, particularly capital equipment, should find a favorable market if such sales are combined with favorable financing.

Based on six months' data, the following import data comparing 1973 with 1972 are indicative of potential rising markets for U.S. products: transport equipment, +114 percent; electrical equipment, +114 percent; food, beverages, +35 percent; inedible crude materials, +62 percent.

During the same period, purchases of wheat, rice, corn, fresh fruits and vegetables, and oilseeds from the United States also increased substantially. U.S. sales of these products also should expand this year.

Products which have sold well in recent years and may be expected to profit from the Finnish need for new investments include industrial machinery of all types; machinery for paper manufacturing and packaging; measuring and control equipment; equipment to produce man-made textiles; chemicals for plastics and pharmaceuticals; commercial and private aircraft; computers and office machines; and electric power generating equipment, particularly in the atomic energy area.

For sale of large capital equipment, direct visits to Finland by American representatives are desirable. For repeat sale consumer and parts replacement exports, American firms should consider representative or agency arrangements with Finnish firms. Finnish firms with long experience in East-West trade could also assist in arranging and servicing sales to Eastern European markets.

Exporters also should consider participation in exhibitions of the Stockholm Trade Center, which will celebrate its tenth anniversary in March 1975. Trade shows in 1974 include: Jan. 14-18, Modern Merchandising; March 11-15, Environmental Simulation and Testing Equipment; April 22-26, Bio-Medical Equipment; May 14-18, Pulp and Paper Industry Machinery; May 27-31, Laser, Electro-Optical and Photographic Systems.

For 1974-75 the following themes are under consideration: Training Aids, Scanbuild, Environment 75, Electronic Data Processing, Industrial Process Controls, and Hotel and Restaurant Equipment.

A visit to Finland after exhibition at the Trade Center is recommended to establish direct contact with Finnish firms.

Panama's Growth Intensifies Need For Many Goods

Panama continues to offer excellent trade prospects and good opportunities for selective investment, according to the U.S. Embassy there.

The economy is expanding at a steady rate. Leading sectors continue to be finance—Panama has become a regional financial center for Latin America—and construction.

External loans and deposits of the banking sector have expanded, and the number of banks licensed to operate in Panama has increased to 53. During the first nine months of 1973, the value of construction permits for Panama City increased by 56 percent over 1972.

Price increases

Price increases amounted to 7.1 percent for the period September 1972-September 1973, reflecting both price trends on the international commodity markets and the rapid expansion of domestic demand in the face of insufficient domestic production of some foodstuffs, skilled labor force bottlenecks and steadily rising local labor costs.

The rapid expansion of the economy has contributed to an increased deficit on the foreign trade account, although export gains continued in 1973—primarily because of higher world prices for bananas, fish meal, sugar, and shrimp. A recent $115 million refinancing of the external public debt via a loan from a group of foreign banks has alleviated intermediate-term debt service constraints and will contribute to continued expansion of public sector investment in the next several years.

Labor costs have increased, and collective bargaining agreements

should cause further cost increases in the construction industry. Work stoppages have not been a major problem. New legislation enacted in October is designed to stimulate construction of low and medium income housing. An Agency for International Development loan of $15 million should provide continued support for expansion in that sector.

Because of initial successes during several years of copper and petroleum exploration, work is progressing to new stages of exploration and development. Canadian Javelin has begun preliminary construction in Chiriqui Province pending the outcome of talks on a copper exploitation contract with the government. The first exploratory drilling for petroleum in the Gulf of Panama began in November.

Important economic events in Panama are often related to the government's involvement in the economy. Although such involvement is not unusual in Latin American countries, it does represent a modification of the economic policy of previous government administrations.

Modified policy

The Government has announced that not only will water, power, and telecommunication services be state-owned but that it will become involved in certain other sectors where private enterprise is unable or reluctant to invest. It has established a government-supported corporation for municipal bus transportation, a sugar mill (La Victoria) and a cargo airline.

A slaughterhouse in Los Santos will be the first mixed enterprise to be formed in Panama under provisions of the 1972 constitution. Cattlemen wil subscribe 49 percent of its capital and the municipalities of Los Santos Province will supply the remainder with a guarantee from the National Government.

The Government has also announced plans for a second sugar mill (La Victoria II) and a state-owned cement factory. There is a draft law under consideration which would establish a central government institute for supplying at low cost medicines and medical, surgical, and dental supplies for use in government clinics and hospitals.

The private sector has complained that the government does not have a clearly established policy toward private enterprise. Specifically, the private sector has objected to not being consulted in advance when the government is considering legislation that may have an unfavorable impact on the economy or affect private business adversely.

Government response

The government has responded to complaints and criticism through the Minister of Commerce and Industries. He has explained the government's investment policy as follows: "If private initiative, with subjective arguments about uncertainty with regard to the government's political-economic direction, stops investing in certain areas, then this Revolutionary Government has already given an answer . . . This Government will invest primarily in infrastructure and social sectors as the majority of liberal governments have done traditionally and historically. But the Revolutionary Government also recognizes that it will be necessary to invest in areas that are a challenge to the capacity and efficiency of private initiative if, through lack of awareness of its responsibility and the danger involved in its attitudes, it (the private sector) stops investing in those areas."

The Minister also stated that the Government is giving primary consideration to social justice and income distribution.

As a result of private sector complaints occasioned by the announcement of new housing legislation, government and business leaders have entered into a new agreement for the "institutionalizing" of communication between them. If the agreement is adhered to, it should go far toward alleviating concerns of the private sector.

Drawing a conclusion

It would seem that the conclusion which can be drawn from these events for U.S. businessmen is that the government continues to have a policy of encouraging private investment to stimulate economic growth, favoring those areas in which it assigns a high social priority.

The big increase in building permits issued in the Panama City area favors a strong and persistent demand for a wide range of building materials, hardware, fixtures and equipment. With permits issued for commercial buildings up 74 percent, the demand is great for concrete reinforcing and structural steel, electrical components and supplies, plumbing fixtures and supplies, door and window hardware, elevators, airconditioning, furnishings and interior decor.

Before one large store-office-apartment complex is completed, another is announced. The latest, announced Oct. 27, will cost a projected $7 million. Apartment construction is expected to peak and perhaps decline from its high level, but a shift toward low-cost housing may sustain the construction boom.

Release in October of the proposed new housing law and provision dramatically revealed the government's determination to act in this neglected area. Foreign assistance is readily available to augment the government's funding of urban renewal and housing projects.

Alert U.S. suppliers should find new sales potential as these projects materialize. Modular and prefabricated designs may be required

to keep unit costs low and increasing labor costs are expected to accelerate the trend toward laborsaving machinery in construction.

Government plans for a third cement plant, another sugar mill, rural electrification, and improvement of internal telecommunications also offer U.S. suppliers new sales prospects. The Government has for some time considered establishing a steel mill based on imported scrap.

A $4.7 million World Bank credit signed in June will accelerate modernization and expansion of the cattle industry.

The government's liberal incentives for tourism development, including hotel and resort construction, have resulted in projects requiring food service equipment as well as construction materials.

PANAMA PROJECT—*U.S. earthmoving equipment and generators are used in constructing this hydroelectric dam.*

South African Economy Is Active, But Some Basic Problems Persist

South African economic activity is expanding at an increasing rate. The U.S. Embassy in Pretoria reports that there are some basic problems but that the economy is strong, conditions are ripe for expansion and the government remains committed to a policy of growth.

Almost all indices indicate that the economic performance is improving though not as rapidly as authorities wish. The rate of increase in real gross domestic product for the year ending June 30 was not significantly different from that for the preceding year—between 4 and 4.5 percent—but much of the increase came in the first two quarters of 1973.

The higher level of real economic activity was most evident in the sectors of non-gold mining, manufacturing, and commerce. The shift towards higher levels of production was accompanied by increased utilization of production capacity, increased output per man-hour, and a sharp rise in unfilled orders.

Gross domestic expenditure began to increase in the first quarter of 1973, fueled by increased current expenditures on goods and services primarily on government account, but to some extent also in the consumer sector. Gross domestic fixed investment continued to lag and actually declined in the second quarter of 1973. Inventory investment showed a small positive figure in the second quarter of 1973 after having declined for the five previous quarters.

There was a subtantial increase in the level of profits reported by private firms: in 1972/73, operating profits were up 10 percent and net profits 12 percent, as opposed to 0.2 percent and 0.5 percent, respectively, for 1971/72.

Consumer prices continued to increase at a high average rate—up 9.8 percent in the period July 1972-July 1973. Starting in April, there was a decrease in the rate of increase; however, September figures reversed this trend, and for the year September 1972-September 1973, the overall rate of increase stood at 10.3 percent. The recently announced increase in the price of gasoline should aggravate this situation. Wholesale prices have followed the same general pattern.

For the first seven months, the annual rate of increase of money and near money was approximately 30 percent, reflecting primarily a sharp increase in bank credit to the private sector. Money market conditions continued to ease and short-term interest rates to decline through August. There was a rather severe tightening at the end of August, accompanied by an increase in short-term rates.

Capital market situation

The capital market situation was also characterized by easier conditions, lower interest rates resulting from an increase in the supply of loanable funds, and a low level of demand reflecting the lower rate of increase in fixed investment.

There have been no further parity adjustments of the rand since the 5 percent appreciation against the dollar (gold parity unchanged) announced on June 4. In August, the South African Reserve Bank estimated that the net result of previous adjustments and the floats of other currencies has been an effective appreciation of the rand since October 1972 of no less than 11 percent. The rand remains technically linked to the dollar.

The overall balance of payments position continues to improve. For 1972/73 there was a surplus on current account amounting to $398 million, as opposed to a deficit of $642 million in 1971/72.

Looking to the future, South African authorities anticipate further deterioration in the trade balance (increased imports as the economy begins to pick up steam) leading to a moderate current account deficit, a continuation in the discrepancy between domestic and foreign interest rates with its adverse impact on capital flows, and possibly a further decline in reserves. This is not viewed with concern; rather, it is seen as a natural by-product of the anticipated increasing momentum of the domestic economy.

Economic policy

There has been no change in the basic international economic policy of the Government, which seeks to promote exports while protecting domestic industry it considers deserving. The South African Government participated in the Tokyo GATT meeting and the Nairobi IBRD/IMF conference, in both instances espousing the general thrust of the meetings. In Nairobi, South African representatives somewhat reluctantly accepted the declining role of gold (though continuing to insist on its immediate short-term importance) and expressed some concern over the coercive features of the various reform proposals submitted.

In the forthcoming multilateral GATT negotiations as well as the continuing GATT Article XXVIII negotiations, South Africa is seeking to maintain the level of protection currently afforded through residual quantitative restrictions. The real concern is that they will be caught between the interests of the major industrial powers and the LDCs, neither of which groups, they argue, represent their particular interests.

The government continues to emphasize that it welcomes foreign investment though it encourages local participation. There have been no further developments with regard to its announced intention to require a minimum of 50 percent domestic ownership of banks. In October, the Minister of Finance announced plans to introduce legislation which would set a date (probably 3 years) after which only locally incorporated insurance companies would be allowed to do business in South Africa.

Prospects and problems

The general mood in the economy is one of cautious optimism.

Nevertheless, basic problems persist. The black labor unrest which characterized the beginning of the year has subsided, and new legislation may permit the more peaceful resolution of future disputes. The Government has recently announced a new program for the training of black industrial workers in white areas and in some statements has indicated a more flexible attitude toward the pattern of job reservations.

It is still too early, however, to predict whether these developments will in fact lead to the more efficient training and utilization of the country's labor resources, an essential element to sustained growth of the economy. In the short run, there will be continuing pressures for wage increases from both black and white labor to compensate for increases in the cost of living.

The problem of inflation continues in spite of government efforts—rand revaluation, relaxed import controls, reduced sales duties, price controls in some areas, food subsidies, expansionary fiscal policy, etc. In time, these steps may bear fruit but for the moment inflation remains an area of concern in the business community.

The upturn in the economy has produced shortages in some critical raw materials, chemicals and steel in particular, and has highlighted the inadequacies of the internal transportation system.

None of these factors, however, accounts for the relatively sluggish response by the private business community. There seems to be a high degree of uneasiness about government intentions—of its overall intentions vis-a-vis economic growth (remembering previous "stop-go" policies), of its specific intentions vis-a-vis areas of immediate concern (e.g., labor utilization), and to some extent, of its ability to effectively carry out its program.

These are serious reservations; however, a continued improvement in actual economic performance coupled with the basic underlying strengths of the economy should overcome these reservations. There is concern that unless there is a sharp upturn in investment relatively soon, the capacity for real growth will be seriously limited. Most observers believe that this will occur and that South Africa is entering into an economic boom.

Ongoing projects

Ongoing projects in early or incomplete stages include the Sishen-Saldanha Bay iron ore export scheme; facilities for introduction of TV; development of a harbor at Richard Bay; iron and steel production expansion at the three major sites; continued major highway construction; and the always relatively large budget for public works—both central government and provincial. The mining industry continues its long-term bullish aspect, with beneficiation for increased export value receiving ever increasing attention.

Both private and public investment plans remain on the optimistic side, though, as indicated above, actual private investment continues to lag. The Government has announced no new major projects though increased revenue (primarily from the gold mining industry) opens up the possibility that additional projects may be forthcoming.

Whether or not this actually develops, the overall prognosis is that both public and private demand for goods and services from domestic sources and abroad will be large and growing.

Colombia's Solid Economic Growth, Inflation Conform To World Trends

The Colombian economy continues to grow at a healthy rate, though per capita growth is a more modest 4 percent and serious inflation tempers the picture.

The manufacturing sector leads in growth, according to the U.S. Embassy in Bogota. The important agricultural sector lags behind the overall rate but is performing reasonably well in general.

Coffee, Colombia's principal product, enjoyed record export earnings in the coffee year just ended. Prospects continue promising for the year ahead although some softening of prices could occur as a result of the record crop expected.

Petroleum is becoming a serious problem as production declines from lack of new projects, and the country faces a transition from an exporter to a net importer within a year or two. The government's emphasis on the construction industry has shown some results, helped along by a new savings and loan system with built-in inflation adjustments.

Pressing problem

Increased inflation, running well over 20 percent on an annual basis, is the most immediately pressing economic problem. Budgetary deficits are an important factor, reflecting inadequate revenue growth. To counteract the trend, the government is cutting back on expenditures and also on the hefty disbursements of international lending agencies. These cutbacks should help slow the rapid increase in the money supply. At some point, however, the labor movement may try to recoup its losses from inflation and thus add to the upward pressure.

On the other hand, a halt to Colombia's recent accumulation of foreign reserves, mainly by reducing its trade account surplus, should have salutory effects. While combined coffee and petroleum export earnings will likely decrease, nontraditional exports are growing rapidly. Total import costs are likely to pick up speed, helped along by the continuing gradual peso devaluation in combination with the government's decision to stimulate imports.

Decreasing share

The U.S. share of Colombian imports has been decreasing since 1970, when imports financed by U.S. assistance loans were no longer tied to procurement in the United States and AID began moving away from commodity financing loans. At the same time the absolute value of imports from the United States has also declined. While the other members of the Andean Pact — Bolivia, Chile, Ecuador and Peru—have increased their aggregate share in the Colombian market, more important inroads have been made by Western Europe, Japan, Canada and non-Andean Pact Latin America.

With the relative post-devaluation advantages of U.S. products, it is hoped that this trend can be reversed, at the very least in absolute value terms. Despite the decline, the United States was still predominant among Colombia's suppliers with 39 percent of the import market during the first three quarters of 1973, compared to 10 percent for West Germany, in second place.

The United States is also Colombia's principal market, buying 35 percent of its exports, of which coffee accounts for an overwhelming 70 percent. Even without coffee quotas under the extended but disarmed International Coffee Agreement, Colombia is likely to retain its position in the U.S. coffee market, and hopes to increase its sales.

On the other hand, the imminent phasing-out of crude oil and reduction of fuel oil exports to the United States is an unwelcome development. Although these exports only amounted to 7 and 10 million barrels respectively in 1972, the loss of even these quantities cannot be regarded with equanimity in the present energy situation. In addition Colombia is soon likely to be competing with the United States for petroleum supplies from other countries, most likely Ecuador and Venezuela.

Colombia shares the interest of most other Western Hemisphere nations in the generalized system of preferences to provide duty-free treatment for some imports from less developed countries, included in the trade bill now making its way through the U.S. Congress. It does not seem likely that any Colombian products would be ineligible for consideration, assuming the system is finally enacted, by limitations currently in the bill, namely that U.S. imports of a given product from a given country not exceed $25 million a year or constitute 50 percent or more of U.S. annual imports of that product (coffee is already duty-free).

Trade negotiations

Colombia has participated in preparations for the forthcoming round of multilateral trade negotiations, and plans to play a role during the proceedings in Geneva. The fact that Colombia is not presently a member of the GATT is not a bar to participation. Colombia's specific objectives during the negotiations are still being worked out, but in the preliminary stages it subscribed to the general positions formulated by the Latin American Economic Coordinating Committee (CECLA), calling particularly for disproportionate benefits to the less developed countries from the more developed.

Ratification is expected for Venezuela's accession as the sixth member of the Andean Pact. Economically more powerful, but also

much higher-priced, Venezuela should be an attractive market for Colombian exports.

Colombia is phasing out the unique National Front system of government under which the presidency alternated between the two traditional parties and legislative seats were divided equally between them, as were all non-civil service positions in the government. This last provision will remain in effect during the 1974-78 period. In April 1974 Colombia will have its first freely partisan elections since the 1950's.

There were no large new foreign investments in Colombia in 1973, nor any major disputes. Preparations continue on one or two sizable projects but no important resource flows are under way.

Colombia's traditionally favorable investment climate has not changed. Rather the element of uncertainty created by the Andean Pact Foreign Investment Code has not yet been resolved. The government has overcome earlier constitutional difficulties and promulgated the Code, officially Decision 24 of the Andean Pact Commission, along with several other Andean Pact decisions, as decrees. The remaining step is issuance of regulations implementing the Code, which are expected shortly.

The future of the U.S.-owned International Mining Co., engaged in gold and platinum mining, has not been settled. Bills pending before the Colombian Congress call for nationalization of part of the company's local operations. Apparently the government is determined that there be some Colombian ownership, but it is not clear what form this might eventually take.

If the prevailing petroleum price structure is modified so that companies undertaking new exploration and development projects could expect to recover their investment and realize a profit, there could well be activity in this sector. Colombia is thought to have additional oil and gas resources.

India Expects Record Harvests But Industrial Growth Is Lagging

The Indian economy is reviving from the serious setbacks of 1972-73. The fine monsoon this summer promises record foodgrain harvests during 1973-74, with plentiful water supplies not only benefiting agriculture, but power generation as well.

According to the U.S. Embassy in New Delhi, industrial growth is lagging because of shortages in raw materials and power, transportation bottlenecks and continued labor unrest. While the cotton textile industry continues to improve from recent setbacks, heavy industrial sectors are not operating at full capacity, and capital investment for critical industries is being added at a slow rate.

While recent statements by leading officials suggest that a less restrictive attitude by the Indian Government toward private enterprise, foreign investment and imports may be forthcoming, no change in basic policy is expected soon.

Fighting inflation

Inflation, fueled by foodgrain shortages and a rapid growth in government spending far in excess of fiscal revenues, has contributed to significant labor unrest and social tension. The Government is trying to pare its spending in order to control inflation. The Reserve Bank of India has imposed strong restraints on commercial credit.

India's unusual trade surplus in IFY 1972-73 seems to be reverting to a sizable deficit for the current fiscal year, largely because of substantial imports of now high-priced foodgrains, fertilizers, steel, and petroleum. Opportunities for U.S. commercial exports are rising. While total U.S. exports have declined with the sharp fall in U.S. bilateral aid, U.S. exports not financed by aid rose from $148 million in FY 1971-72 to $219 million in 1972-73. A large part of this increase, of course, is simply American goods that India needs and now must finance commercially instead of through AID loans.

Foreign trade with the USSR and Eastern Europe rose 21 percent in FY 1972-73, with the USSR edging out the United States as India's number one export market. India's trade surplus with the rupee bloc has reached the point where East European nations may be pressing India to buy more goods, but East European manufactured goods are less attractive to India than Western products. Commentators in the Indian press have stated that Indian exports of primary products to East Europe such as tea, cashews, leather, and iron ore could earn hard currency on the world market.

India's exports still consist primarily of traditional commodities such as tea, jute, leather, coir and cashews. Jute is everywhere threatened by growing competition from synthetic fibers, and most other traditional exports seem to have little room for growth. Semi-processed goods offer hope for the future, as do sophisticated goods if the Indians can overcome inadequate promotion of non-traditional exports and lack of quality control evident in some engineering goods, and meet specification and delivery schedule problems.

Sizable sales

Incentive to solve such problems is reduced by the attractiveness of the high-price and heavily protected domestic market. Nonetheless, India has achieved sizable export sales of railway equipment and other engineering goods in the face of stiff international competition in recent months.

British entry into the Common Market will adversely affect India's

trade, since India will lose Commonwealth preferences progressively as British and EC external tariffs are aligned.

India's foreign reserves rose steadily to a level of $1.4 billion by summer 1973—over 50 percent of one year's imports—although there are indications that reserves may have fallen somewhat since then. The reasons for the fall are not yet clear.

While the future of U.S. bilateral aid is unclear, British, German and Japanese aid is increasing, while Canadian aid remains at a substantial level. IDA and World Bank commitments to India in FY 1972-73 totalled $564 million, and annual IDA disbursements to India already exceed $200 million and probably will grow substantially.

Conserving exchange

The Indian Government is conserving foreign exchange through economy of vitally needed spare parts and industrial raw materials. This stringent import restriction policy, which actively encourages import substitution, is partly responsible for the creation of India's high-cost, protected industries, which are often uncompetitive in world markets.

U.S. exports not financed by aid jumped 50 percent in 1972-73 from the 1971-72 level, showing a rising demand for U.S. goods. In part, of course, this is merely a shift in the financing of U.S. imports, but the striking increase shows that significant trade opportunities exist with India.

While large exports financed by AID are a thing of the past, IDA projects, with their large import requirements, offer increasing opportunities to U.S. firms. The success of a railway equipment trade mission to India in April shows the possibilities for trade missions which are targeted toward sectors of the Indian economy accorded a high priority for development.

Quality, early delivery schedules and attractive long-term financing are as important for winning bids as initial price consideration. On the latter point, U.S. firms are benefiting from exchange rate realignments.

Among more promising export categories for U.S. manufacturers are power generation equipment, textile machinery, and irrigation and waste disposal equipment. Other product areas offering good opportunities for U.S. suppliers are specialized airport modernization equipment, transportation equipment, mining and construction machinery, steel, chemicals, fertilizers, copper, newsprint, lumber processing and paper mill machinery.

Expansion of the auxiliary port and industrial complex at Haldia (near Calcutta), and doubling of capacity at the Tata and Bokaro Steel plants also offer export possibilities.

The Indian Government's longstanding suspicion of foreign firms is shown by passage of the Foreign Exchange Regulation Amendment Act on Sept. 3, which is clearly intended to lead to gradual liquidation of foreign investment in trading and consumer goods and to dilute foreign equity holdings in manufacturing companies to a level no higher than 40 percent.

Some firms claim increasing difficulties in repatriating dividends. However, the Ministry for Industrial Development has shown new interest in the selective import of foreign investment and technology, while the recent establishment of a Projects Approval Board is expected substantially to cut down bureaucratic delays in getting decisions on investment proposals.

Although the Indian business climate is still difficult, U.S. firms can operate effectively if they are willing to adapt to local conditions. It is important they have at least 25 percent equity for the veto power this gives.

After a period of neglect, U.S. companies seem to be showing a revival of interest in investing in India. American firms, moving away from the old insistence on 100 percent control, are generally prepared to participate with the state and central governments in joint sector projects. Promising investment opportunities for U.S. companies lie in the areas of petrochemicals, fertilizer, electronic equipment, instrumentation, earth-moving equipment and meat processing.

The climate for U.S. business in South India appears to be better than elsewhere.

Greece Cuts Tariffs On Imports From EC

Greece, effective Nov. 1, put the ninth consecutive 10 percent tariff reduction as required by the Greek Association Agreement with the EC into effect. Thus the total duty reduction on those products subject to the 12-year elimination schedule is now 90 percent. The products involved (including industrial products which are not currently being manufactured in Greece and farm products nearly all of which are currently being exported by Greece) come under Greek Import Commodity Lists F 50/3 and F 100/3. The tenth and final 10 percent tariff reduction, which will completely eliminate duties on EC imports, is scheduled for next Nov. 1.

Simultaneously with the above tariff reduction, announced Oct. 31, the Greek Government introduced its ninth 10 percent reduction in pre-payments on products subject to the 12-year tariff elimination schedule. Effective Nov. 1, the percentage of c.i.f. value payable prior to the issuance of the necessary import approval amounts to seven percent in the case of commodities coming under List F 50/3 and 14 percent for those classified under List 100/F.

The above prepayment reductions apply to imports from not only the EC area but from all countries, including the United States.

International Business Reports

The European Approach to U.S. Markets: Product and Promotion Adaptation by European Multinational Corporations. By James J. Ward. 114pp. $12.50.

Investigates the operations of a wide variety of U.S. enterprises owned wholly or in part by European companies to determine how market strategies differ from those employed by the parent companies in the domestic European market. Customer preferences between the United States and Europe are examined and found to be significantly different.

Write: Praeger Publishers, 111 Fourth Ave., New York, N.Y. 10003.

Company Tax Systems in OECD Member Countries. Published by the Organization for Economic Cooperation and Development. 140pp. $5.

Particular attention is devoted to the tax systems in force in France, Germany, Ireland, Spain, the United Kingdom and the United States. After an analysis of the likely effects on the domestic financing of the corporate sector, the manner in which these countries treat dividends paid across frontiers is spelled out. A glossary of the main technical terms, a short bibliography, and a classification of the systems presently in force in all OECD member countries are also given.

Write: OECD Publications Center, Suite 1207, 1750 Penn. Ave. NW., Washington, D.C. 20006.

Revenue Statistics of OECD Member Countries 1965-71—A Standardized Classification. Published by the Organization for Economic Cooperation and Development. 1973. 219pp. $6.50.

This volume of government revenue data for all OECD member countries is reported to represent the most comprehensive breakdown of national tax revenue so far issued on an international basis. It lists receipts from all taxes of member countries, under 7 main headings and 42 sub-headings with a commentary defining the scope of each, and a general guide for using the classification. In addition to 66 tables giving details of tax revenues on a country-by-country basis, the report contains 30 comparative tables illustrating differences in tax weight, structures and trends as between countries.

Write: OECD Publications Center, Suite 1207, 1750 Pennsylvania Ave., NW., Washington, D.C. 20006.

Directory of American Firms in France. European Headquarters of American Firms. Published by the American Chamber of Commerce in France. $23 each.

The first publication lists 740 American firms that do business in France, with American and French addresses, number of employees, date of establishment and indication of activity. The second lists 328 firms, with American and European addresses.

Write: American Chamber of Commerce in France, 21 Avenue George V, Paris.

International Foreign Exchange Guide. Part I — Rate Structure and Convertibility; Part II — Forward Exchange Facilities; Part III—Foreign Trade Invoicing. Published by FCIB/NACM International Reports, Inc. $35 each part, $75 complete set.

Part I provides information on exchange rate structure of individual currencies and convertibility rules in individual countries and includes an international currency convertibility guide. Part II discusses hedging, foreign exchange trading, and interest parity. Part III offers details on disposition of export proceeds, permit requirements, prior deposits, exchange payments, import financing, interest charges, additional import costs, and accounting adjustment for exchange fluctuations.

Write: FCIB/NACM, International Affiliate, National Assn. of Credit Management, Inc., 475 Park Ave. South, New York, N.Y. 10016.

Calendar For World Traders

Jan. 16 — New York — International Executives Assn. luncheon, Princeton Club, noon. Subject: U.S.-Japan business relationships and outlook.

Jan. 21-22 — London — New York Law Journal Conference on foreign takeovers of U.S. firms, Carlton Tower Hotel.

Jan. 22-23 — New York — Conference on Europe and America one year after expansion of the EEC, 32 West 40th St. Sponsor: International Study and Research Institute.

Jan. 24 — Greenvale, N.Y. — Seminar on trade opportunities in Eastern Europe, focusing on Poland. C.W. Post Center (West Entrance), Auditorium Bldg., Route 25A. 4-6 p.m. Sponsors: New York State Dept. of Commerce, World Trade Club of Long Island.

Jan. 27—Atlantic City, N.J.—Discussion of trade opportunities with the People's Republic of China, Room B, Atlantic City Convention Hall, 10:30 a.m. Sponsor: Food Processing Machinery and Supplies Assn.

Jan. 28-30 — New York — Orientation program on the U.S. for foreign bankers and trainees of U.S. firms, International Study and Research Institute. Co-sponsor: American Institute of Banking.

Hundreds Of Overseas Trade Fairs Open To Exhibits Of U.S. Products

To assist American businessmen in the selection of appropriate fairs, *Commerce Today* periodically publishes a schedule of future international fairs. These exhibitions range from the general type, which promote sales in numerous product categories, to the highly specialized fair, designed to attract buyers of specific products.

Events are listed by country, city, date, name and fair management address and are generally open to participation by any U.S. company in the related industry. Each firm may make arrangements for its own exhibit, including rental of space and utilities, transportation of products and setting up and manning of the booth, by communicating with the fair management directly.

For information on Commerce Department-sponsored events (see insert article on next page), address inquiries to the nearest U.S. Department of Commerce Field Office.

For information on international trade fairs in which the U.S. Department of Commerce is not participating, please contact the foreign fair management at the listed address or write the Office of International Marketing, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

A listing of trade fairs in the United States appears on Pages 53-55.

The following information on upcoming fairs is taken from the latest data available to the Department of Commerce. However, the Department cannot assume responsibility for accuracy of dates or for the outcome of any transactions with foreign fair managements.

Algeria

Algiers

Aug. 30-Sept. 15. 11th Algiers Int'l Fair. ONAFEX, Exposition Palace, Pins Maritimes, Algiers. Annual.

Argentina

Buenos Aires

Apr. 10-28. International Machine Tool Exhibition. Palermo Fairgrounds. Cámara Argentina de Distribuidores de Máquinas Herramienta, L. N. Alem 36, Buenos Aires. Biennial.

June 24-30. EFFICCA 74—International Exhibition of Footwear, Leather and Allied Lines. Exposition Hall. Cámara Industrial del Calzado, Avda. Rivadavia 4323, Buenos Aires, Biennial.

July-August. International Livestock, Agriculture & Industry Exhibition. Palermo Fairgrounds. Sociedad Rural Argentina, Florida 460, Buenos Aires. Biennial.

Aug. 2-18. FIDI 74—First International Garment Industry Fair. Exhibition Hall. Argentine Garment Industry Fair, Córdoba 859, ler piso, Buenos Aires. Biennial.

Sept. 6-22. Second international Exhibition of Furniture and Decoration. Exhibition Hall. Avda. Córdoba 859, ler piso, Buenos Aires. Biennial.

Sept. 6-22. ARGENPLAS 74—International Plastic Exhibition. Palermo Fairgrounds. Cámara Argentina de la Industria Plástica, Sarmiento 2494, Buenos Aires. Biennial.

Oct. 3-9. World Medical Exhibition. XIV Int'l Congress of Pediatrics. Reconquista 737, piso 4, Buenos Aires.

Posadas

May 26-31. Second Argentine Forestry Congress and Industrial Exhibition. Casilla de Correo No. 50, Posadas, Provincia de Misiones.

Australia

Melbourne

Sept. 11-15. International Motor Cycle Show. Riddell Exhibition Promotions Pty. Ltd., 541 St. Kilda Road, Melbourne, 3004.

Oct. 7-11. International Power and Control Exhibition. Convention and Exhibition Promotion, P.O. Box 259, Roseville, N.S.W.

Sydney

May 20-24. ANPAC 74—National Packaging Exhibition. National Packaging Assn. of Australia, 6 O'Connor St., Sydney, N.S.W. 2000.

Aug. 9-14. Sydney Int'l Boat Show. Boating Industries Assn., 11 Clarke St., Crows Nest, N.S.W.

Sept. 23-28. Int'l Engineering Exhibition. Thomson Exhibition Promotions Pty. Ltd., 47 Chippen St., Chippendale, N.S.W. 2008.

Austria

Dornbirn

July 27-Aug. 4. 26th Dornbirn Fair, (Investment & Consumer Goods). Export und Mustermesse Ges.m.b.H.; Realschule 6, 6850 Dornbirn. Annual.

Graz

March 20-June 4. City Transport. Bauzentrum Graz, Joanneumring 5, 8010 Graz.

Apr. 27-May 5. Graz Spring Fair; Fairgrounds, Graz. Grazer Suedost-Messe reg. Ges.m.b.H.; Messeplatz 1, 8011 Graz. Annual.

Sept. 28-Oct. 6. Graz Fall Fair; Fairgrounds, Graz, Styria. Grazer Suedost-Messe reg. Ges.m.b.H., Messeplatz 1, 8011 Graz. Annual.

Oct. 23-26. Projekt 2000 (Int'l Pollution Control Fair), Fairgrounds, Messehalle 12, Graz, Styria. Contact—Fachausstellungen GmbH., Markus-Sittikus-Strasse 15, 5024 Salzburg. Annual.

Innsbruck

Sept. 21-29. Innsbruck Int'l Fair; Fairgrounds, Falk-strasse 2-4, 6020 Innsbruck, Tyrol. Innsbrucker Messe GmbH., Maria Theresien-Strasse 45, 6020 Innsbruck. Annual.

Klagenfurt

March 16-24. Gast 74 (Tourism & Catering Show), Fairgrounds Klagenfurt, Carinthia; Holz-messe-Klagenfurter Messe Betriebsges.m.b.H., Valentin Leitgeb Strasse 11, P.O. Box 79, 9021 Klagenfurt. Annual.

Aug. 10-18. Klagenfurt Int'l Fair (incl. Specialty Wood Fair), Fairgrounds Klagenfurt, Carinthia. Holzmesse-Klagenfurter Messe Betriebs-ges.m.b.H., Valentin Leitgeb Strasse 11, P.O. Box 79, 9021 Klagenfurt. Annual.

Salzburg

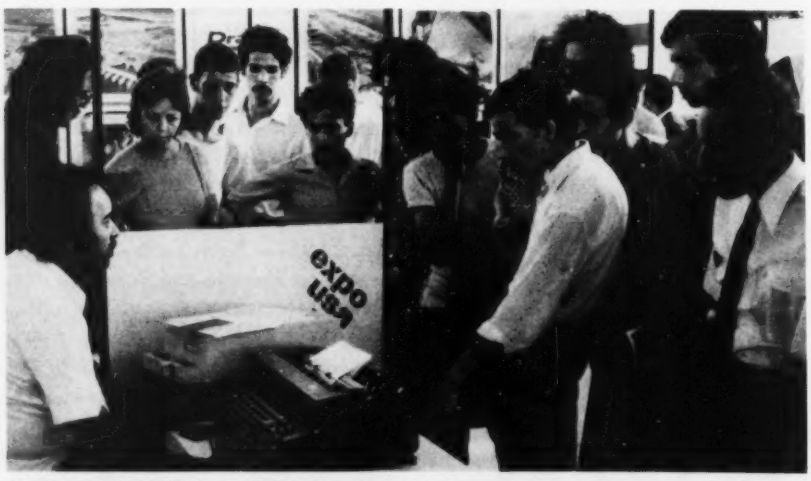
Feb. 16-18. JIM (Int'l Young Fashion), Fairgrounds Glanspitz, Salzburg. Fachausstellungen GmbH., Markus-Sittikus-Strasse 15, 5024 Salzburg.

Feb. 28-March 4. JASPOWA 74 (Int'l Hunting Fair), Exhibition Center, Salzburg. Arbeitsgemeinschaft fuer Fachausstellungen, Loquaiplatz 13, 1060 Vienna. Biennial.

Apr. 23-26. INTERPAEDAGOGIKA (Teaching Aids Show), Exhibition Center, Salzburg; Oesterr. Bauzentrum, Palais Liechtenstein, 1090 Vienna. Biennial.

May 17-19. EXPO-SA (Int'l Jewelry Fair), Exhibition Center Glanspitz, Salzburg; Fachausstellungen GmbH., Markus-Sittikus-Strasse 15, 5024 Salzburg.

Aug. 8-11. Interieur International (Furniture & Home Furnishings), Exhibi-



AT INTERNATIONAL FAIR IN AFRICA—*The Algiers International Fair in Algeria was the occasion for an IBM office equipment demonstration.*

Show Calendar

An "Overseas Trade Promotion Calendar" that lists the U.S. Commercial Exhibitions held at a number of the trade fairs described in these pages is available from the U.S. Department of Commerce.

The Calendar, updated quarterly for a year forward, has information on such U.S. exhibitions and also on U.S. Solo Exhibitions, U.S. Trade Center shows, trade missions and other overseas promotional activities sponsored by the Department.

Copies of the Calendar are available free from Floyd Lankton, Office of Export Development, Bureau of International Commerce, Room 4002, U.S. Dept. of Commerce, Washington, D.C. 20230, or from any Commerce Department District Office.

tion Center Salzburg. Bauzentrum, Palais Liechtenstein, 1090 Vienna. Biennial.

Aug. 31-Sept. 2. JIM (Int'l Young Fashion), Fairgrounds Glanspitz, Salzburg. Fachausstellungen Ges.m.b.H., Markus-Sittikus-Strasse 15, 5024 Salzburg. Semi-annual.

Nov. 9-13. Alles fuer den Gast (Hotel & Catering Exhibition), Fairgrounds Glanspitz, Salzburg. Arbeitsgemeinschaft fuer Fachausstellungen, Rott-Au 20, P.O. Box 27, 5013 Salzburg.

Tulln

March 29-31. CAMPA & BOOT 74 (Camping & Boating Show), Fairgrounds Tulln.

April 5-7. Tullner Blumen-und Gartenbaumesse GmbH., 3430 Tulln. Annual.

Vienna

Jan. 19-21. ETA (Household Articles and Hardware Fair), Messepalast, 1071 Vienna. Wiener Messe A.G.; Messeplatz 1, P.O. Box 124, 1071 Vienna. Semi-annual.

Feb. 19-March 10. City Transport, Bauzentrum, 1090 Vienna, Palais Liechtenstein. Baumzentrum, 1090 Vienna, Palais Liechtenstein.

March 2-5. Moebel 74 (Furniture Show), Fairgrounds, 1020 Vienna. Fachverband der holzverarbeitenden Industrie Oesterriechs, Schwarzenbergplatz 4, 1037 Vienna. Annual.

March 6-10. Vienna Int'l Spring Fair; Fairgrounds 1020 Vienna and Messepalast; 1070 Vienna Wiener Messe AG., Messeplatz 1, P.O. Box 123, 1071 Vienna. Annual.

March 16-17. Oesmu (Shoe Fair), Messepalast, 1071 Vienna. Verein zur Foerderung der Schuhindustrie, Wirtschaftsstelle, Krottenbachstrasse 3/2/1, 1190 Vienna. Semi-annual.

March 16-19. OESFA International (Sporting Goods and Fashion), Fairgrounds, 1020 Vienna. Verband der Sportartikelerzeuger und Sportausruester Oesterreichs, Eschenbachgasse 1, 1010 Vienna. Annual.

March 28-30. Praesenta (Souvenirs & Gifts), Bauzentrum, 1090 Vienna, Palais Liechtenstein. Bauzentrum, 1090 Vienna, Palais Liechtenstein. Annual.

March 31-Apr. 4. Vienna Ladies Fashion Fair; Messepalast, 1070 Vienna. Fachverband der Bekleidungs-industrie, Schwarzenbergplatz 4, 1030 Vienna. Semiannual.

Apr. 18-Oct. 14. WIG 74 (Vienna's Int'l Garden Exhibition); WIG Gelaende auf dem Laaerberg. Ausstellungsleitung, Am Heumarkt 2 b, 1030 Vienna. Decennial.

Apr. 19-22. Stationery, Office Supply and Writing Utensils Show; Missepalast, 1070 Vienna. Interessengemeinschaft der Papier-, Buero-, und Schreibwarenbranche Oesterr., Pfeilgasse 32/22, 1080 Vienna. Annual.

Apr. 25-28. Aqua-Therm 74 (Sanitary, Heating & Air Conditioning Fair), Fairgrounds, 1020 Vienna. Wiener Messe AG., Messeplatz 1, Postfach 124; 1971 Vienna. Annual.

May 19-22. IFABO 74 (Int'l Business Equipment Fair), Fairgrounds, 1020 Vienna. Wiener Messe AG., Messeplatz 1, 1071 Vienna. Annual.

May 25-28. Spiel 74 (Toys and Games Show), Messepalast, 1070 Vienna. Wiener Messe AG., 1071 Messeplatz 1, P.O. Box 124, 1071 Vienna. Annual.

Sept. 3-22. Internationaler Moebelsalon (Int'l Furniture Mart). Bauzentrum, 1090 Vienna, Palais Liechtenstein. Bauzentrum, 1090 Vienna, Palais Liechtenstein. Biennial.

Sept. 3-22. Oesmu (Shoe Fair), Messepalast, 1071 Vienna. Verein Zur Foerderung der Schuhindustrie, Wirtschaftsstelle, Krottenbachstrasse 3/2/1, 1190 Vienna. Semi annual.

Sept. 11-15. Vienna Int'l Fall Fair, Fairgrounds, 1020 Vienna and Messepalast, 1070 Vienna. Wiener Messe AG., Messeplatz 1, P.O. Box 123, 1071 Vienna. Annual.

Sept. 18-22. Sicherheit (Security Equipment Show). Bauzentrum, 1090 Vienna.

Sept. 9-Oct. 2. Vienna Ladies Fashion Fair, Messepalast, 1070 Vienna. Fachverband der Bekleidungsindustrie, Schwarzenbergplatz 4, 1030 Vienna. Semiannual.

October. IFAS (Medical and Hospital Equipment Fair), Messepalast, 1070 Vienna. Arbeitsgemeinschaft fuer Fachausstellungen, Loquaiplatz 13, 1061 Vienna. Biennial.

Oct. 9-13. Hi-Fi-Stereo 74. Bauzentrum, Palais Liechtenstein, 1090 Vienna. Bauzentrum, Palais Liechtenstein, Fuerstengasse 1, 1090 Vienna. Annual.

Oct. 19-21. ETA (Household Articles and Hardware Fair), Messepalast, 1070 Vienna. Wiener Messe AG., Messeplatz 1, P.O. Box 124, 1071 Vienna. Semi-annual.

Oct. 20-24. INTERHOGA-AUSTRIA (Int'l Hotel and Catering Fair), Fairgrounds, 1020 Vienna. Wiener Messe AG., Messeplatz 1, P.O. Box 124, 1071 Vienna. Biennial.

Oct. 31-Nov. 3. AUSTRO-BOAT, Bauzentrum, Palais Liechtenstein, 1090 Vienna. Bauzentrum, Palais Liechtenstein, 1090 Vienna. Annual.

Nov. 6-10. Austro Camera 74, Bauzentrum, Palais Liechtenstein 1090 Vienna. Bauzentrum, Palais Liechtenstein, 1090 Vienna.

Wels

Feb. 7-10. TEX-BO (Int'l Home Furnishings Fair); Fairgrounds, Wels, Austria; Contact — Fachausstellungen GmbH., Markus-Sittikus-Strasse 15, 5024 Salzburg, Austria. Annual.

Feb. 28-March 3. THERMOSAN 74, (Int'l Sanitary, Heating & Air Conditioning Fair); Fairgrounds, Wels. Fachausstellungen GmbH., 1982 Vienna, Josefstaedterstrasse 30. Annual.

March 20-23. EURO-PACK; Exhibition Center Wels. Fachausstellungen GmbH., Markus-Sittikus-Strasse 15, 5024 Salzburg, Austria.

Apr. 2-6. Foerder-und Lagertechnik (Conveying & Storing Equipment Show); Fairgrounds Wels. Fachausstellungen GmbH., 1082 Vienna, Josefstaedterstrasse 30. Biennial.

Apr. 24-28. Moebel International (Furniture Show); Fairgrounds Wels. Fachausstellungen GmbH., 1082 Vienna, Josefstaedterstrasse 30. Annual.

Aug. 30-Sept. 8. Int'l Agricultural Fair 74; Fairgrounds Wels, Welser Messe, Messegelaende, 4601 Wels. Annual.

Belgium

Antwerp

Feb. 16-24. TUIN '74. Third Int'l Exposition for Garden Tools and Maintenance. Nationaal Bouwcentrum, Beurscentrum Antwerpen, Jan Van Rijswijcklaan, 191, 2020 Antwerp.

March 22-27. EQUIPORAMA. 8th Int'l Exposition of Office and Publicity Equipment, Nationaal Bouwcentrum. Jan Van Rijiswijcklaan, 191, I. Expo Rama, De Roest d'Alkemadelaan, 8, 2600 Berchem.

Apr. 21-24. 2nd Int'l Fair for Food and Restaurant Equipment. Nationaal Bouwcentrum, Beurscentrum Antwerpen, Jan Van Rijiswijcklaan, 191, 2020 Antwerp.

May 16-20. Safety First '74. Int'l Safety Exposition, Nationaal Bouwcentrum. I. Beurscentrum Antwerpen, Jan Van Rijswijcklaan, 191, 2020 Antwerp.

Brussels

Jan. 13-16. Int'l Show for Hotels, Restaurants, and Cafes. HORESCA. R. Mme Ruysseveldt, Rue Edouart Benes, 183, 1080 Brussels.

Jan. 16-27. Int'l Show of Automobiles, Motorcycles, and Bicycles. Rue de Luxembourg, 22, 1040 Brussels.

Feb. 10-17. Int'l Agricultural Week. Ugexpo Interfederale du machinisme agricole. Avenue Louis Bertrand, 9, 1030 Brussels.

Feb. 16-19. Int'l Show for Pharmaceuticals and Cosmetics, INDROPA. R. Mme. Ruysseveldt, Avenue Edouard Benes, 183, 1180 Brussels.

March 1-6. EUROCLIMA '74. European Heating, Air-Conditioning and Insulation Show, Palais du Centenaire. Heysel, R. Sedos, A.A., Rue van Eyck 44, 1050 Brussels.

March 1-10. Int'l Building Trades and Interior Decorating Show—BATIBOUW. R. Sedos, S.A., Rue Van Eyck, 44, 1050 Brussels.

March 16-24. Int'l Book Fair. R. Foire Internationale du libre a.s.b.l., Avenue du Parc, 111, 1060 Brussels.

March 31-Apr. 1. Int'l Footwear Show. R. C.M.S.a.s.b.l., Rue du Progres, 52, 1000 Brussels.

May 17-22. Int'l Show of Industrial Equipment. Foire Internationale de Bruxelles, Palais du Centenaire, 1020 Brussels.

June 10-14. DIDACTA. European Fair of Educational Materials and Equipment. Palais du Centenaire, 1020 Brussels.

June 27-July 3. Int'l Exposition of Chemistry and Laboratory Research Equipment, Sofrexpo et la Foire Internationale de Bruxelles, Palais du Centenaire, 1020 Brussels.

Sept. 9-18. Int'l Office Equipment Show —BUREAU '74. Chambre Syndicale belge de la Mecanographie, Avenue de Stalingrad, 22, 1000 Brussels.

Sept. 14-18. 5th Int'l Store Equipment Show—VISUMAT '74. Comite belge de la Distribution, Rue Marianne, 34, 1180 Brussels.

Sept. 29-30. Int'l Footwear Show. Rue du Progres, 52, 1000 Brussels.

Oct. 27-29. International Fair for Sports and Camping—VAC-EXPO. Avenue Charle sQuint, 345, 1080 Brussels.

Nov. 9-17. Int'l Caravan Fair, CORELCA. Chaussee de Waterloo, 363 bis, 1060 Brussels.

Nov. 21-25. 37th Int'l Furniture Fair. R. Foire Nationale de Industrie de meubler, Rue de l'Association, 15, 1000 Brussels.

Dec. 7-12. Int'l Woodwork Show. Foire Internationale de Bruxelles, Palais du Centenaire, 1020 Brussels.

Ghent

Feb. 2-5. Int'l Textile and Clothing Industries Exhibition. I Textirama v.z.w., Martelaarslaan, 15, 9000 Ghent.

Sept. 7-22. Int'l Fair of Ghent. I Floraliapaleis Citadelpark, Kortijksesteenweg, 640, 9000 Ghent.

Liege

Apr. 28-May 12. 26th Int'l Trade Fair. Palais des Expositions. Foire Internationale de Liege S.C., Avenue Malvoz, 6, 4000 Liege.

Mons

Sept. 9-Oct. 10. Int'l Commercial Fair of Province of Hainaut. Hall des Expositions, Marche au betail. Foire Commerciale Internationale du Hainaut, Avenue des Bassins, 70, 7000 Mons.

Oostende

Feb. 6-13. HOTEL EXPO '74. 16th Int'l Fair for Hotels, Motels, Camps, Hospitals, and Homes. Ostexpo, Media Center, Troonstraat, 8400 Oostende.

Bolivia

Santa Cruz

Sept. 18-29. Santa Cruz Feria Exposicion. Comite de Exposiciones Ferias. Casilla 116, Edificio Camara de Comercio, Santa Cruz. Biennial.

Botswana

Gaborone

July 18-20. (tentative). Gaborone Agricultural and Trade Fair. Ministry of Commerce and Industry. Private Bag 4, Gaborone. Annual.

Brazil

Belo Horizonte

Apr. 20-28. III FENAP—National Precious Stones Fair. Federal University of Belo Horizonte, Rua da Bahia 1004—sala 905, Belo Horizonte.

Novo Hamburgo

Jan. 15-17. COUROVISAO/74 (Leather) Municipal Exhibition Park, Novo Hamburgo. FENAC—Feiras e Exposiçes, Av. das Nações 3825, Novo Hamburgo, Rio Grande do Sul.

March 2-10. National Soja Festival, Santa Rosa Exhibition Park, Departamento Municipal do Parque de Exposições, Santa Rosa, R. Grande do Sul.

March 9-17. I TECNAL—Food Technology Industrial Fair. Municipal Exhibition Park, Novo Hamburgo. EXPO —Promoções e Empreendimentos Ltda., Rua Dezenove de Feveireiro 76, Rio de Janeiro, Guanabara.

June 18-23. IX FENAC—International Footwear Fair, Municipal Exhibition Park, Novo Hamburgo. FENAC—Feiras e Exposições, Av. das Nações 3825, N. Hamburgo, Rio Grande do Sul.

Paranavai

March 23-31. IV Paranavai Industrial, Agricultural and Livestock Fair. President Arthur da Costa e Silva Exhibition Park, Paranavai, Paranavai Municipal City Hall, Paranavai, Parana.

Rio De Janeiro

Jan. 11-20. I Menswear Show, Campo de São Cristovão. VESPER—Publicidade e Promoções Ltda., Rua Santa Clara, 33—gr. 506, Rio de Janeiro, Guanabara.

May 3-26. II Rio Export Fair, Campo de São Cristovão. Brasilia Empreendimentos S.A., Rua São Clemente 409, Rio de Janeiro, Guanabara.

July 5-28. VIII National Child Festival, Campo de São Cristovão. Brasilia Empreendimentos S.A., Rua São Clemente 409, Rio de Janeiro, Guanabara.

Sept. 6-29. V Brazil EXPO, Campo de São Cristovão. Brasilia Empreendimentos S.A., Rua São Clemente 409, Rio de Janeiro, Guanabara.

Sao Paulo

Jan. 5-13. XVII FENIT—National Textile Trade Fair/Winter, Anhembi Exhibition Park. Alcantara Machado Comercio e Empreendimentos Ltda., Rua Brasilio Machado 60, São Paulo, S.P.

March 16-27. Italian Industrial Fair, Anhembi Exhibition Park. Embassy of Italy, S.Q.S. 309 Bloco 1 aptos. 23/24, Brasilia, D.F.

Apr. 12-28. XV UD—Household Appliances Trade Fair, Anhembi Exhibition Park. Alcantara Machado Comércio e Empreendimentos Ltda., Rua Brasilio Machado 60. São Paulo, S.P.

May 11-19. IX FUSE—Office Equipment & Services Trade Fair, Anhembi Exhibition Park. Alcantara Machado Comercio e Empreendimentos Ltda., Rua Brasilio Machado 60, Sao Paulo, S.P.

May 14-23. Spanish Industrial Fair, Anhembi Exhibition Park. Embassy of Spain, E. Princesa Isabel S.Q.S. 309—Bloco 1 apt. 201, Brasilia, D.F.

June 8-16. XVIII FENIT—National Textile Trade Fair/Summer, Anhembi Exhibition Park. Alcantara Machado Comercio e Empreendimentos Ltda., Rua Brasilio Machado 60, Sao Paulo, S.P.

July 8-16. VI FRANCAL—Leather and Footwear Fair, Franca, São Paulo. FRANCAL—Feira de Calçado e Couro da Franca, Rua Voluntários da Franca 1511, Franca, Sao Paulo.

July 12-21. X FMN—National Machinery Trade Fair and VI EE—Electro-Electronic Fair, Anhembi Exhibition Park. Alcantara Machado Comercio e Empreendimentos Ltda., Rua Brasilio Machado 60, Sao Paulo, S.P. Biennial.

Aug. 18-24. 2nd International Congress of Geology Engineering, São Paulo. ABGE—Brazilian Association of Geology Engineering, Caixa Postal 7141, Sao Paulo, S.P.

Aug. 23-Sept. 1. British Industrial Fair, Anhembi Exhibition Park. Embassy of Great Britain, Consulate General, Praia do Flamengo 284, Rio de Janeiro, Guanabara.

Sept. 15-30. XIV FIDAM—Industrial Fair of Americana, Palacio das Industrias —Americana. Feira Industrial de Americana, Av. N.Sa. de Fatima 200, Americana, S.P.

Oct. 4-20. XIV SC Child Show, Anhembi Exhibition Park. Alcantara Machada Comercio e Empreendimentos Ltda., Rua Brasilio Machado 60, São Paulo, S.P.

Nov. 23-Dec. 8. IX SA—Automobile Show, Anhembi Exhibition Park. Alcantara Machado Comércio e Empreendimentos Ltda., Rua Brasilio Machado 60, Sao Paulo, S.P.

Bulgaria

Plovdiv

Sept. 3-10. Plovdiv Int'l Trade Fair. 37 Georgi Dimitrov Blvd., Plovdiv. Annual.

Nov. 10-17. Plovdiv Int'l Exhibition of Packaging Machinery. Bulgarian Chamber of Commerce and Industry. 37 Georgi Dimitrov Blvd., Plovdiv.

IN LATIN AMERICA—*An international packaging and graphic arts exhibition in Sao Paulo, Brazil, formed the background for this product discussion.*

Canada

Calgary

May 7-10. National Petroleum Show, Calgary Exhibition and Stampede Grounds. Southex, Southam Business Pub., 5512 Macleod Trail S.W. Calgary, Alberta. Biennial.

June 2-4. Furniture West, Calgary Exhibition and Stampede Grounds. Manitoba Furniture Manufacturers Assn., Fox 164, Postal Station C Winnipeg, Manitoba. Annual.

Edmonton

March 25-30. Canadian Western Farm and Ranch Show, Edmonton Exhibition Grounds. Southex, Southam Business Pub., 5512 Macleod Trail S.W. Calgary, Alberta. Annual.

Montreal

Jan. 10-20. AUTO '74, Place Bonaventure. Montreal International Auto Salon Ltd., 3600 Barclay Ave., Suite 460, Montreal, Quebec. Annual.

Jan. 27-31. CGSA 57th Annual Convention and Exhibition, Place Bonaventure. Canadian Sporting Goods Assn., 2115 Drummond St., Suite 20, Montreal 107, Quebec. Annual.

Feb. 22-March 3. Montreal Boat Show, Place Bonaventure. Allied Boating Assn. of Canada, 4795 St. Catherine St., W., Suite 303, Montreal, Quebec. Annual.

March 10-14. Montreal Spring Gift Show, Place Bonaventure. Southex (1970) Ltd. 1450 Don Mills Road, Don Mills, Ontario L4V 1E8. Annual.

March 11-14. Hotel, Restaurant and Institution Suppliers Exhibition, Place Bonaventure. Hotel and Restaurant Suppliers Assn., 474 St.-Alexis St., Montreal 125, Quebec. Annual.

Apr. 4-7. Int'l Salon of Farm Machinery, Place Bonaventure. Agricultural Exhibitions Inc., 10819 St. Denis St., Montreal 357, Quebec. Biennial.

Aug. 11-15. Montreal Furniture Market, Place Bonaventure. Quebec Furniture Manufacturers' Assn., P.O. Box 1002, Place Bonaventure, Montreal 114, Quebec. Annual.

Aug. 25-29. Montreal Fall Gift Show, Place Bonaventure. Southex (1970) Ltd., 1450 Don Mills Road, Don Mills, Ontario L4V 1E8. Annual.

Sept. 22-24. Montreal Int'l Footwear Exposition '74, Place Bonaventure. Shoe Manufacturers' Assn. of Canada, 1010 St. Catherine St., W., Suite 710, Montreal 110, Quebec. Annual.

Oct. 25-Nov. 3. Int'l Salon of Food and Agriculture, Place Bonaventure, Agricultural Exhibitions Inc., 10819 St. Denis St., Montreal 357, Quebec. Biennial.

Nov. 12-14. Canadian Computer Show, Place Bonaventure. Canadian Information Processing Society, Industrial Trade Shows of Canada, 481 University Ave., Toronto, Ontario M5W 1A7. Annual but alternates between Montreal and Toronto.

Toronto

Jan. 13-17. Canadian Furniture Mart & Floorcoverings Market, Exhibition Park. Southex (1970) Ltd., 1450 Don Mills Road, Don Mills, Ontario L4V 1E8. Annual.

Jan. 30-Feb. 2. Canada Farm Show, Exhibition Park. Trans-Canada Expositions Ltd., 20 Butterick Road, Toronto, Ontario M8W 3Z8. Annual.

Jan. 31-Feb. 10. Toronto Int'l Boat Show, Exhibition Park. Toronto Int'l Boat Show, Suite 4904, Box 168, Toronto-Dominion Centre, Toronto, Ontario M5K 1H8. Annual.

Feb. 11-13. Canadian Hardware Show, Exhibition Park. Canadian Retail Hardware Assn., 219 Merton St., Toronto, Ontario M4S 1B2. Annual.

Feb. 24-28. Toronto Spring Gift Show, Exhibition Park. Southex (1970) Ltd., 1450 Don Mills Road, Don Mills, Ontario L4V 1E8. Annual.

March 15-24. Canadian National Sportsmen's Show, Exhibition Park. Canadian National Sportsmen's Show Suite 4904, Box 168, Toronto-Dominion Centre, Toronto, Ontario M5K 1H8. Annual.

Apr. 1-3. Canadian Environmental Exhibition (CEX), Exhibition Park, Heating, Refrigerating and Air Conditioning Institute of Canada, 385 West Mall, Suite 267, Etobicoke, Ontario M9C 1E7. Biennial.

Apr. 21-24. HOSTEX '74, Exhibition Park. Canadian Restaurant Assn., 60 Avenue Road, Toronto, Ontario. Annual.

Apr. 30-May 2. Pollution Control Show. Exhibition Park. Ontario Marketing Productions Ltd., 111 Bond St., Toronto, Ontario. Annual.

Aug. 18-21. Toronto Fall Gift Show, Exhibition Park. Southex (1970) Ltd., 1450 Don Mills Road, Don Mills, Ontario L4V 1E8. Annual.

Sept. 30-Oct. 3. Canadian National Business Show, Exhibition Park. Canadian Business Equipment Manufacturers' Assn., 1450 Don Mills Road, Don Mills, Ontario M3B 2X7. Annual but alternates between Toronto and Montreal.

Oct. 15-17. Canadian Chemical Process Equipment Exhibition, Exhibition Park. Southex (1970) Ltd., 1450 Don Mills Road, Don Mills, Ontario L4V 1E8. Biennial.

Oct. 24-26. Canadian Education Showplace, Exhibition Park. Canadian Education Showplace, 481 University Ave., Toronto, Ontario M5W 1A7. Annual.

Dec. 10-12. Canadian Construction Show, Exhibition Park. Industrial and Trade Shows of Canada, 481 University Ave., Toronto, Ontario M5W 1A7. Biennial.

Vancouver

Jan. 11-19. Pacific Int'l Auto Show, Exhibition Park. Automobile Dealers Assn. of Greater Vancouver, 1037 West Broadway, Vancouver, B.C. Annual.

Jan. 24-27. Vancouver Recreational Vehicle Show, Exhibition Park. TO-RO Enterprises, P.O. Box 9067, Vancouver 6, B.C. Annual.

Jan. 8-17. Vancouver Home Show, Exhibition Park. Southex (1970) Ltd., 2000 West 12th St., Vancouver 9, B.C. Annual.

Feb. 23-Mar. 3. Vancouver Boat and Sport Show, Exhibition Park. Harmon-O'Loughlin Enterprises, P.O. Box 9067, Vancouver 6, B.C. Annual.

March 18-20. Food and Hospitality Show, Hyatt House Hotel. Canadian Restaurant Assn., 4424 Main St., Vancouver, B.C. Annual.

June 19-22. Pacific Sawmill Equipment Show, Exhibition Park. Pan Pacific Projects, 1240 West Pender St., Vancouver, B.C. Biennial.

Aug. 9-11. Abbottsford Int'l Air Show, Abbottsford Airfield, Abbottsford Int'l Airshow Inc., P.O. Box 361, Abbottsford, B.C. Annual.

Sept. 19-21. Forest Industry Equipment Exhibition, Exhibition Park. Southex (1970) Limited, 2000 West 12th Ave., Vancouver, B.C. Biennial.

Nov. 16-21. Pacific Industrial Equipment and Materials Handling Show, Exhibition Park. Int'l Material Management Society (B.C. Chapter), c/o Southex (1970) Limited, 2000 West 12th Ave., Vancouver, B.C. Biennial.

China, People's Republic

Kwangchow (Canton)

Apr. 15-May 15. China Export Commodities Fair (Spring). Hai Chu Square, Kwangchow, People's Republic of China, or People's Republic of China Liaison Office (Commercial Section), 2300 Connecticut Ave., N.W., Washington, D.C. 20008.

Oct. 15-Nov. 15. China Export Commodities Fair (Fall). Hai Chu Square, Kwangchow, People's Republic of China, or People's Republic of China Liaison Office (Commercial Section), 2300 Connecticut Ave., N.W., Washington, D.C. 20008.

Colombia

Bogota

July 13-28. Tenth Int'l Fair of Bogota. Corporacion de Ferias y Exposiciones. Carrera 40 No. 220-67, Bogota. Biennial.

Cyprus

Nicosia

September. 20th Cyprus Int'l Fair. Organizing Committee, Cyprus Int'l Fair Ltd. Geo. Grivas Dhigenis Ave., P.O.B. 1094, Nicosia. Annual.

Czechoslovakia

Bratislava

Oct. 7-12. INCHEBA, Int'l Chemical Exhibition. Drienova Ulica 24, Bratislava. Annual.

Oct. 15-24. DATOS 74, Third Int'l Exhibition of Elements and Systems for Preparation, Collection and Transmission of Data and Other Peripheral Devices of Computers. "Made in Publicity," Opletalova 5, Prague 1.

October. AVRO, Seventh Int'l Audio Video and Radio Exhibition. "Made in Publicity," Opletalova 5, Prague 1. Annual. (Also held simultaneously in Prague.)

Brno

Feb. 26-March 4. SALIMA. First Int'l Food Salon. Brno Trade Fairs and Exhibitions, Vystaviste 2, Brno.

Apr. 20-28. Fifth Int'l Consumers Goods Fair. Brno Trade Fairs and Exhibitions, Vystaviste 1, Brno. Annual.

June 23-30. INVEX, Int'l Exhibition of Inventions and Technical Novelties. Brno Trade Fairs and Exhibitions, Vystaviste 1, Brno.

Sept. 11-19. 16th Int'l Engineering Fair. Brno Trade Fairs and Exhibitions, Vystaviste 1, Brno. Annual.

Plzen

June/July. EX PLZEN, Int'l Exhibition of Gastronomy and Tourism. "Made in Publicity," Opletalova 5, Prague 1. Annual.

Prague

April. ALIMA, Int'l Exhibition of Modern Food Processing Equipment. "Made in Publicity," Opletalova 5, Prague 1. Biennial.

September. MEDIEXPO, Int'l Exhibition of Medical Equipment and Pharmaceuticals. "Made in Publicity," Opletalova 5, Prague 1. Annual.

November. PRAGOTHERM 74, Seventh Exhibition of Heating and Airconditioning Technology and Sanitary Facilities. "Made in Publicity," Opletalova 5, Prague 1. Annual.

Denmark

Aalborg

Apr. 20-28. Eighth Int'l Fisheries Fair, Aalborghallen. UFESAS, 5 Vestagervej, DK-2100 Copenhagen 0. Triennial.

Aarhus

Apr. 2-7. Int'l Office Equipment Exhibition, Marselisborghallen and Stadionhallen. UFESAS, 5 Vestagervej, DK-2100 Copenhagen 0. Triennial.

Copenhagen

Jan. 3-5. Scandinavian Dental Fair, Bella Center Exhibition Hall. Committee for Post-Graduate Education of the Danish Dental Assn., 15 Mosedalsvej, DK-2500 Valby. Annual.

Jan. 16-20. LUXPO Copenhagen '74 — Scandinavian Lighting Exhibition, Bella Center Exhibition Hall. Scandinavian Trade Center for Home Furnishings, 64 Hvidkildevej, DK-2400 Copenhagen, NV. Annual.

Jan. 28-Feb. 1. KEM-TEK — Third Int'l Exhibition of Machinery and Equipment for the Chemical Industry, Bella Center Exhibition Hall. Danish Society for Chemistry and Chemical Engineering, c/o Dansk Ingeniorforening, Ingeniorhuset, 31 Vester Ferimagsgade, DK-1606, Copenhagen V. Triennial.

Feb. 17-19. Sixth Scandinavian Menswear Fair, Bella Center Exhibition Hall and Scandinavian Fashion Center. Scandinavian Clothing Council, 115 Vester Voldgade, DK-1552, Copenhagen V. Annual.

Feb. 23-27. Ninth Scandinavian Technical Fair for Heating, Ventilation and Sanitation Equipment, Bella Center Exhibition Hall. Danish National Board for Heating, Ventilation and Sanitation, 19 Gyldenlovesgade, DK-1600, Copenhagen V. Triennial.

March 2-10. Copenhagen Boat Show, Bella Exhibition Hall and Forum Exhibition Hall. Copenhagen Boat Show Ltd., Badstuestraede, DK-1209 Copenhagen K. Annual.

Show Calendar

An "Overseas Trade Promotion Calendar" that lists the U.S. Commercial Exhibitions held at a number of the trade fairs described in these pages is available from the U.S. Department of Commerce.

The Calendar, updated quarterly for a year forward, has information on such U.S. exhibitions and also on U.S. Solo Exhibitions, U.S. Trade Center shows, trade missions and other overseas promotional activities sponsored by the Department.

Copies of the Calendar are available free from Floyd Lankton, Office of Export Development, Bureau of International Commerce, Room 4002, U.S. Dept. of Commerce, Washington, D.C. 20230, or from any Commerce Department District Office.

March 9-11. Shoe Fair, Bella Center Exhibition Hall. Assn. of Danish Footwear Wholesalers, 8 Esplanaden, DK-1263 Copenhagen K. Semiannual.

March 17-20. Seventeenth Scandinavian Ladies Wear Fashion Week, Bella Center Exhibition Hall and Scandinavian Fashion Center. Scandinavian Clothing Council, 115 Vester Voldgade, DK-1552 Copenhagen V. Semiannual.

March 31-Apr. 2. Scandinavian Hardware Trade Fair, Bella Center Exhibition Hall, Erhvervenes Udstillingsselskab Bella Centret A/S, 64 Hvidkildevej, DK-2400 Copenhagen NV. Annual.

May 8-12. Scandinavian Furniture Fair 1974, Bella Center Exhibition Hall and Int'l Furniture Center. Danish Furniture Manufacturers Assn., 8 Hellerupvej, DK-2800 Hellerup. Annual.

May 21-26. TRANS '74 — Int'l Exhibition of Materials Handling Equipment and Materials Flow Systems for Industry, Warehousing and Transportation, Bella Center Exhibition Hall. Danish Materials Handling Equipment Assn., Transportgaarden, Stationsvej, DK-3550 Slangerup. Triennial.

June 9-12. Pharma-Nordica '74 — Nordic Pharmaceutical Fair to be held in conjunction with Twelfth Nordic Pharmaceutical Congress at Bella Center Exhibition Hall. Danish Pharmacists' Assn., 59 Lergravsvej, DK-2300 Copenhagen S.

Sept. 15-18. Eighteenth Scandinavian Ladies Wear Fashion Week, Bella Center Exhibition Hall and Scandinavian Fashion Center. Scandinavian Clothing Council, 115 Vester Volgade, DK-1552 Copenhagen V. Semiannual.

Sept. 28-30. Shoe Fair, Bella Center Exhibition Hall. Assn. of Danish Footwear Wholesalers, Esplanaden, DK-1263 Copenhagen K. Semiannual.

Herning

June 26-29. Jutland Cattle and Agricultural Machinery Show, Herninghallen. Jutland Farmers' Assn., 6 Sct. Clemens Torv, DK-8000 Aarhus C. Annual.

Aug. 31-Sept. 8. HI-74 Building and Construction Fair, Herninghallen. Herninghallen A/S, DK-7400 Herning. Annual.

East Germany

Leipzig

March 10-17. Leipzig Spring Fair. Leipziger Messeamt. DDR 701 Leipzig, Markt 11/15. Semiannual.

Sept. 1-8. Leipzig Fall Fair. Leipziger Messamt. DDR 701 Leipzig, Markt 11/15. Semiannual.

El Salvador

San Salvador

Jan. 31-Feb. 4. AGRO-EXPO 74, II National Livestock, Agricultural, Industrial and Commercial Fair, Int'l Fair Site of El Salvador. Executive Committee of the Int'l Fair of El Salvador. Ave. La Revolucion 222, San Salvador, El Salvador, C.A. Annual.

Nov. 8-25. VI Int'l Fair of El Salvador. Int'l Fair Site of El Salvador. Executive Committee of the Int'l Fair of El Salvador, Ave. La Revolucion 222, San Salvador, El Salvador, C.A. Biennial.

Finland

Helsinki

Feb. 8-17. Helsinki Int'l Boat Show '74, Helsinki Exhibition Halls. The Finnish Fair Corp., SF-00250 Helsinki 25, Finland. Annual.

April 23-28. Int'l Building Exhibition '74, Helsinki Exhibition Halls. Finnish Fair Corp., SF-00250 Helsinki 25. Triennial.

Sept. 5-9. MAXPO '74 — Exhibition of Earthmoving, Construction and Forestry Machinery, Keimola, Vantaa. Finnish Fair Corp., SF-00250 Helsinki 25. Biennial.

Sept. 13-22. Int'l Trade Fair, Consumer Goods, Helsinki Exhibition Halls. Finnish Fair Corp., SF-00260 Helsinki 25. Biennial.

Oct. 7-12. Exhibition of Business Machines and Equipment — KT '74, Helsinki Exhibition Halls. Finnish Fair Corp., SF-00250 Helsinki 25. Quadrennial.

Tampere

Aug. 2-11. Sixth Int'l Tampere Fair, Recreation Grounds. Tampere Fair Ltd., SF-33530 Tampere 53. Quadrennial.

Turku

April 20-28. The Sea Calls, Kupittaa Sports Hall. Turku Fair Corp., Puolalankatu 1, SF-20100 Turku 10. Annual.

July 19-23. FARMA — Agricultural Exhibition, Fair Grounds. Assn. of Agricultural Centers, Lönnrotinkatu 11, SF-00120 Helsinki 12. Biennial.

France

Besancon

Nov. 5-8. Int'l Exhibition of the Clock and Watchmaking Industry. M. Lagrange, Parc des Expositions Planoise, 25000, Besancon.

Cannes

Jan. 19-25. Int'l Record and Music Publishing Market. Palais des Festivals. M. Chevry, 3, rue Garnier, 92200 Neuilly-sur-Seine.

Sept. 18-21. VIDCA-International Market for Videocassette and Videodisc Programs and Equipment. Palais des Festivals. M. Chevry, 3, rue Garnier, 92200 Neuilly-sur-Seine.

Grenoble

March 2-6. International Winter Sports Equipment Trade Show. Parc Olympique. Alpexpo, 38029 Grenoble.

Lyon

Oct. 5-8. European Furnishing Market. Grand Palais. M. Faure-Brac, Palais des Congres Internationaux, Quai Achille-Lignon, 69006 Lyon.

SOME FAIRS ARE SCHEDULED BIENIALLY—*This scene in the U.S. Exhibition at the 1973 Paris Air Show can be reenacted only in 1975, when the prestigious French exhibition is again held.*

Nice

May 4-9. International Festival. Palais des Expositions. M. Casteo, Palais des Expositions, 06000, Nice.

Paris

Jan. 10-21. Int'l Pleasure Yachting Exhibition. C.N.I.T. 4, Place de la Defense. SPODEX, 15 rue de la Paix 75002, Paris.

Jan. 16-21. Int'l Lighting Exhibition. Parc des Expositions Porte de Versailles. M. Breton, 22, av. Franklin-Roosevelt, 75008, Paris.

Jan. 17-21. National Furniture Exhibition. Parc des Expositions Porte de Versailles. M. Breton, 22, av. Franklin-Roosevelt, 75008, Paris.

Jan. 17-21. Int'l Carpet and Floor Coverings Exhiibtions. Parc des Expositions Porte de Versailles. M. Breton. 22, av. Franklin-Roosevelt, 75008, Paris.

Feb. 9-12. Int'l Knitwear Industries Exhibitions. Parc des Expositions Porte de Versailles. M. Mangeret, 11, Anatole-de-la-Forge, 75017, Paris.

Feb. 9-12. European Men's Wear Show. Parc des Expositions Porte de Versailles. M. Miserey, 8, rue de Richelieu, 75001, Paris.

Feb. 9-12. Children's Fashion Exhibition. Parc des Expositions Porte de Versailles. M. Mangeret, 11, rue Anatole-de-la-Forge, 75017, Paris.

Feb. 9-15. Int'l Games and Toys Exhibition. Parc des Expositions Porte de Versailles. M. Vuagnat, 93, rue de Turenne, 75003, Paris.

Feb. 23-March 10. Int'l Arts of Home Making Exhibitions. C.N.I.T. 4, place de la Defense. M. Breton, 22, av. Franklin-Roosevelt, 75008, Paris.

March. Int'l Audio Festival. Centre International de Paris (C.I.P.) Porte Maillot. M. Boissinot, 14, rue de Presles, 75015, Paris.

March 3-10. Int'l Agricultural Machinery Show. Parc des Expositions Porte de Versailles. M. Grimaud, 95 rue St. Lazare, 75441, Paris.

March 3-10. Int'l Agricultural Show. Parc des Expositions Porte de Versailles. M. Couillers, 19, bd Henri IV, 75004, Paris.

March 30-Apr. 4. Int'l Exhibition of Supplies and Materials for Furniture and Bedding. Parc des Expositions Porte de Versailles. 7, rue Copernic, 75782, Paris.

March 30-Apr. 4. The Business Gifts Show. Parc des Expositions Porte de Versailles. M. Mery, 24, place Malesherbes, 75017, Paris.

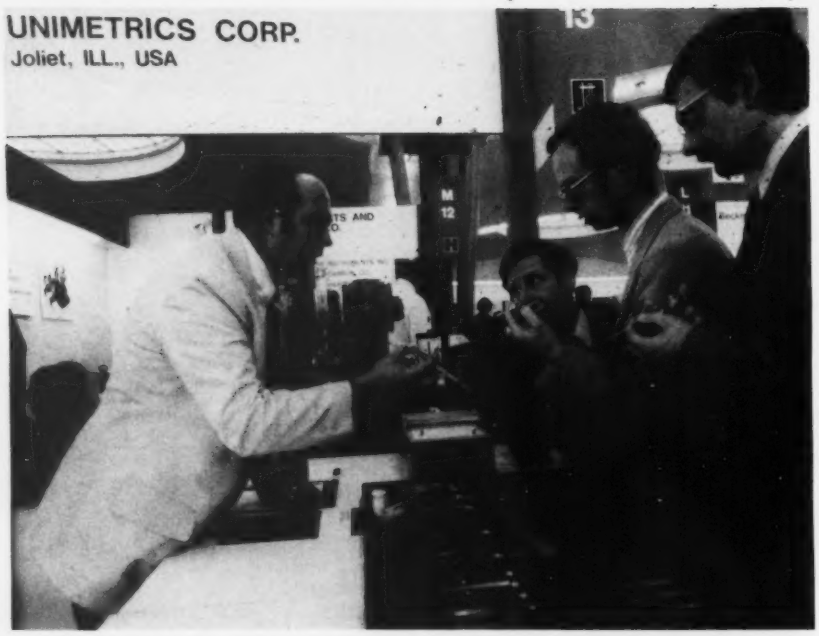
March 30-Apr. 4. Int'l Woodworking Machinery and Wood Industries Exhibition. Parc des Expositions Porte de Versailles. 150, bd. Bineau 92200, Neuilly-sur-Seine.

March 30-Apr. 4. Int'l Fur Industries Exhibition. Par des Expositions Porte de Versailles. M. Gurwicz, 36, av. de l'Opera, 75002, Paris.

March 30-Apr. 4. Int'l Ladies Ready-to-Wear Clothing Exhibition. Parc des Expositions de Porte de Versailles. M. du Roselle, 69, rue de Richelieu, 75002, Paris.

March 31-Apr. 4. Int'l Week of Tableware, Jewelry, Watchmaking and Precious Metal Work. Parc des Expositions de Porte de Versailles. M. Marion, 32, rue de Paradis, 75010, Paris.

Apr. 1-6. Int'l Electronics Components Exhibition, Parc des Expositions de



AT A MAJOR GERMAN TRADE FAIR—*In the U.S. Exhibition at the Frankfurt ACHEMA '73 show, Hugh J. Montgomery (left), vice president of Unimetrics Corp., explains his products to an interested group.*

Porte de Versailles. M. Boissinot, 14, rue de Presles, 75015, Paris.

May 9-19. EXPOMAT, Public Works and Building Equipment Int'l Exhibition. Paris le Bourget. M. Leprince, 1, av. Niel, 75017, Paris.

May 30-June 7. Int'l Paper, Printing and Graphic Arts Industries Exhibition. C.N.I.T. 4, plarce de la Defense. M. Ollive, 20, rue Carpeaux, 92806, Puteaux.

June 5-12. EUROPLASTIQUE EURO-CAOUTCHOUC. Parc des Expositions de Porte de Versailles. M. Regis, 10, rue du Mt. Thador, 75001, Paris.

June 6-12. INTERCLIMA, Heating, Refrigeration and Air Conditioning Techniques Exhibition. Parc des Expositions de Porte de Versailles. 7 rue Copernic, 75782, Paris.

June 6-12. INTERCHIMIE, Int'l Exhibition of Chemical Industries, Allied Trades and Equipment. Parc des Expositions de Porte de Versailles. 7, rue Copernic, 75782, Paris.

Sept. 7-10. European Men's Wear Show. Parc des Expositions de Porte de Versailles. M. Miserey, 8, rue de Richelieu, 75001, Paris.

Sept. 7-10. Int'l Leather Week. Parc des Expositions de Porte de Versailles. M. de Cardaillac, 2, rue Edouard VII, 75009, Paris.

Sept. 14-17. Children's Fashion Exhibition. Parc des Expositions de Porte de Versailles. M. Mangeret, 11, rue Anatole-de-la-Forge, 75017, Paris.

Sept. 18-27. SICOB, Int'l Exhibition of Data Processing, Communication and Office Organization. C.N.I.T. 4, place de la Defense. M. Hermieu, 6, place de Valois, 75001, Paris.

Sept. 21-23. Professional Show of Open Air Sports and Pasttime Articles. Parc des Expositions de Porte de Versailles. SPODEX, 15, rue de la Paix, 75002, Paris.

Sept. 26-Oct. 6. Caraven Exhibition. Paris le Bourget. M. Bernard, 35, rue des Renaudes, 75017, Paris.

Oct. 3-13. Motor Show. Parc des Expositions de Porte de Versailles. M. Mautin, 3, av. du President Wilson, 75016, Paris.

Oct. 10-21. EQUIPHOTEL, Int'l Hotel and Restaurant Exhibition. Parc des Expositions Porte de Versailles. M. Willard, 13, rue de Liege, 75009, Paris.

Oct. 19-24. Int'l Ladies Ready to Wear Clothing Exhibition. Parc des Expositions Porte de Versailles. M. du Roselle, 69, rue de Richelieu, 75002, Paris.

Oct. 31-Nov. 11. Do-it-Yourself Exhibition. C.N.I.T. 4, place de la Defense. M. Devos, 42, rue de Louvre, 75001, Paris.

Nov. 9-17. Int'l Laundry, Dyeing and Dry Cleaning. Paris le Bourget. M. Aver, 80, bd Malesherbes, 75003, Paris.

Nov. 11-18. MATIC, Int'l Exhibition of Machinery and Techniques for the Meat Industry. Parc des Expositions Porte de Versailles. M. Devos, 42, rue de Louvre, 75001, Paris.

Nov. 12-18. Int'l Show of Bottling Equipment and Conditioning Industries. Parc des Expositions Porte de Versailles. M. Caron, 7, rue la Boetie, 75003, Paris.

Nov. 12-18. Int'l Show of Equipment for Malting, Brewing, Beer Conditioning and Distribution. Parc des Expositions Porte de Versailles. M. Caron, 7, rue La Boetie, 75003, Paris.

Nov. 12-18. Int'l Packaging Exhibition. Parc des Expositions Porte de Versailles. M. Ollive, 20, rue Carpeaux, 92806, Puteaux.

Nov. 12-18. Int'l Food Products Exhibition. Parc des Expositions Porte de Versailles. M. Le Coq de Kerland, 48, rue de Naples, 75008, Paris.

Nov. 12-18. Int'l Food Industries Equipment Exhibition. Parc des Expositions Porte de Versailles. M. Devos, 42, rue de Louvre, 75001, Paris.

Nov. 12-18. Int'l Dairy Equipment Exhibition. Parc des Expositions Porte de Versailles. M. Caron, 7, rue la Boetie, 75003, Paris.

Dec. 9-14. Laboratory Exhibition. Parc des Expositions Porte de Versailles. 10, av. Hoche, 75382, Paris.

Dec. 7-14. Exhibition of Physics. Parc des Expositions Porte de Versailles. Mme Brylinski, 3, rue Croulebarbe, 75013, Paris.

Oyonnax

May 16-20. Optical Equipment Exhibition. 66, rue Anatole France, 01103, Oyonnax.

Germany

Berlin

Jan. 25-Feb. 3. Int'l Green Week. Berlin Fairground. AMK Berlin. 1 Berlin 19, Messedamm 22. Annual.

March 2-10. Int'l Boat and Leisure-Time Show. Berlin Fairground. AMK Berlin. 1 Berlin 19, Messedamm 22. Annual.

March 2-10. 8th Int'l Tourism Exchange (ITB). Berlin Fairground. AMK Berlin. 1 Berlin 19, Messedamm 22. Annual.

March 31-Apr. 3. INTERCHIC—11th Berlin Fashion Fair. Berlin Fairground. AMK Berlin. 1 Berlin 19, Messedamm 22. Semiannual.

June 4-9. Int'l Pharmaceutical and Medical-Technical Exhibition. Berlin Fairground. AMK Berlin. 1 Berlin 19, Messedamm 22.

Aug. 13-18. 12th Overseas Import Fair "Partners for Progress." Berlin Fairground. AMK Berlin. 1 Berlin 19, Messedamm 22. Annual.

Sept. 4-7. Int'l Data Processing Congress and Information Handling Exhibition. Congress Hall, 1 Berlin 21, John Foster Dulles Allee 10.

Sept. 20-29. German Industries Fair. Berlin Fairground. AMK Berlin. 1 Berlin 19, Messedamm 22. Annual.

Oct. 13-16. INTERCHIC—12th Berlin Fashion Fair. Berlin Fairground. AMK Berlin. 1 Berlin 19, Messedamm 22. Semiannual.

Cologne

Jan. 22-27. Int'l Furniture Fair. Messe-und Ausstellungs GmbH. 5 Cologne 21, Postfach 210760. Biennial.

March 15-17. "Fuer Das Kind," Int'l Fair for the Child. Messe-und Ausstellungs GmbH. 5 Cologne 21, Postfach 210760. Annual.

Sept. 27-Oct. 3. PHOTOKINA, World Fair of Photography. Messe-und Ausstellungs GmbH. 5 Cologne 21, Postfach 210760. Biennial.

Oct. 16-19. EUROSNACK, International Trade Exhibition for Snack and Group-Meal Services. Messe-und Ausstellungs GmbH. 5 Cologne 21, Postfach 210760. Biennial.

Duesseldorf

Jan. 19-27. BOOT '74, 5th Int'l Boat Show. Duesseldorfer Messegesellschaft mbH., NOWEA, 4 Duesseldorf 30, Postfach 10203. Biennial.

March 10-13. IGEDO, 100th Int'l Fashion Fair. Igedo, Internationale Modemesse GmbH., 4 Duesseldorf 30, Freiligrathstrasse 28.

April 21-25. IGEDO, 101st Int'l Fashion Fair. Igedo, Internationale Modemesse GmbH., 4 Duesseldorf 30, Freiligrathstrasse 28.

May 11-19. IBA '74, Int'l Bakery Trade Exhibition. Duesseldorfer Messegesellschaft mbH. NOWEA and Zentralverband des Deutschen Baeckerhandwerks e.V., 4 Duesseldorf 30, Postfach 10203, and 5340 Bad Honnef/Rhein, Bondorferstrasse 6. Biennial.

June 8-14. GIFA, 4th Int'l Foundry Trade Fair. Duesseldorfer Messegesellschaft mbH. NOWEA, 4 Duesseldorf 30, Postfach 10203. Annual.

Sept. 8-11. IGEDO, 102nd Int'l Fashion Fair. Igedo, Internationale Modemesse GmbH., 4 Duesseldorf 30, Freiligrathstrasse 28.

Oct. 24-27. GLAS '74, Int'l Trade Exhibition for Industry, Trade and Handicrafts. Bundesinnungsverband des Glaserhandwerks, 6253 Hadamar, Mainzer Landstrasse 43. Biennial.

Oct. 10-16. INTERKAMA '74, 6th Int'l Exhibition for Instrumentation and Automation (CE). Duesseldorfer Messegesellschaft mbH. NOWEA, 4 Duesseldorf 30, Postfach 10203. Biennial.

Oct. 27-31. IGEDO, 103rd Int'l Fashion Fair. Igedo, Internationale Modemesse GmbH., 4 Duesseldorf 30, Freiligrathstrasse 28.

Nov. 15-21. Int'l Catering Fair. Duesseldorfer Messegesellschaft mbH. NOWEA, 4 Duesseldorf 30, Postfach 10203. Biennial, rotates to different cities.

Essen

March 23-31. Camping '74, 21st German Camping Exhibition and Int'l Boat Show. Amge—Ausstellungs-und Messe-Gesellschaft mbH., 43 Essen, Norbertstrasse 56. Biennial.

May 16-19. 8th Int'l Trade Fair for Tire Dealers, Vulcanizers and Retreaders. Amge-Ausstellungs-und Messe-Gesellschaft mbH., 43 Essen 1, Norbertstrasse 56. Biennial.

Sept. 28-Oct. 6. 13th Int'l Caravan Show. Amge-Ausstellungs-und Messe-Gesellschaft mbH., 43 Essen 1, Norbertstrasse 56. Biennial.

Frankfurt

Jan. 9-13. Int'l Trade Fair for Home Furnishing Textiles, Floor Coverings and Household Textiles, Frankfurt Fair Grounds. Messe-und Ausstellungs GmbH, P.O. Box 970126, 6 Frankfurt/Main. Annual.

U.S. AND OVERSEAS SALESMEN COMBINE FORCES—*In the U.S. Exhibition at the ACHEMA '73 show in Frankfurt, Germany, both U.S. and German representatives for Matheson Gas Products discuss equipment with a visitor.*

March 3-7. Frankfurt Int'l Fair. Frankfurt Fair Grounds. Messe-und Ausstellungs GmbH, P.O. Box 970126, 6 Frankfurt/Main. Semiannual.

Apr. 3-7. Int'l Fur Trade Fair. Frankfurt Fair Grounds. Frankfurter Rauchwaren Messe GmbH, P.O. Box 7787, 6 Frankfurt/Main. Annual.

Apr. 28-May 5. IFFA, Int'l Meat Trades Fair. Frankfurt Fair Grounds, Messe-und Ausstellungs GmbH, P.O. Box 970126, 6 Frankfurt/Main. Triennial.

May 27-30. INTERSTOFF, 31st Clothing Textiles Trade Fair. Frankfurt Fair Grounds, Messe-und Ausstellungs GmbH, P.O. Box 970126, 6 Frankfurt/Main. Semiannual.

Aug. 25-28. Frankfurt Int'l Fair. Frankfurt Fair Grounds, Messe-und Ausstellungs GmbH, P.O. Box 970126, 6 Frankfurt/Main. Semiannual.

Sept. 15-22. DLG, 53rd Int'l Agricultural Show. Frankfurt Fair Grounds, Deutsche Landwirtschaftsgesellschaft —DLG, Zimmerweg 16, 6 Frankfurt/Main. Biennial.

Oct. 10-15. Frankfurt Book Fair. Frankfurt Fair Grounds, Ausstellungs-und Messe GmbH des Borsenvereins des Deutschen Buchhandels, P.O. Box 2404, 6 Frankfurt/Main. Annual.

Oct. 18-22. AUTOMECHANIKA '74—Int'l Exhibition for Motor Workshop, Service Station and Garage Equipment. Frankfurt Fair Grounds. Messe-und Ausstellungs GmbH, P.O. Box 970126, 6 Frankfurt/Main. Biennial.

Nov. 19-22. INTERSTOFF, 32nd Clothing Textiles Trade Fair. Frankfurt Fair Grounds. Messe-und Ausstellungs GmbH, P.O. Box 970126, 6 Frankfurt/Main. Semiannual.

Friedrichshafen

Sept. 28-Oct. 6. INTERBOOT '74, 13th Int'l Boat Fair. Friedrichshafen IBO Fairgrounds. International Bodensee Messe GmbH, D-7990 Friedrichshafen Riedlepark-Ost. Annual.

Hamburg

March 21-27. INTERNORGA, Int'l Gastronomy Exhibition. Hamburg Messe & Congress GmbH. Fair Grounds. Norddeutsche Verbaende des Hotel & Gaststaettengewerbes mit Hamburg-Messe, 2 Hamburg 36, Jungiusstrasse 18. Annual.

Apr. 23-28. Int'l Dental Show. Hamburg Messe & Congress GmbH. Fair Grounds. Verband der Deutschen Dental-Industrie e.V. 5 Cologne, Pipinstrasse 16. Triennial at alternating sites.

Sept. 4-8. INTERBAD. Int'l Bathing Trade Exhbn. Hamburg Messe & Congress GmbH. Fair Grounds. Deutsche Gesellschaft fuer das Badewesen e.V., 43 Essen. Porschekanzel 4. Biennial at alternating sites.

Sept. 12-15. IPHARMEX. Pharmaceutical Exhibition. Hamburg Messe & Congress GmbH. Fair Grounds. Werbe und Vertriebsges. Deutscher Apotheker mbH., 6 Frankfurt/Main 97, Beethovenstrasse 1-3. Biennial at alternating sites.

NATIONAL OFFICIAL VISITS BOOTH—*Dr. Anton Vratusa, Vice President of Yugoslavia's Federal Government, visited the U.S. Pavilion at the Ljubljana Fair.*

Sept. 24-28. Int'l Ship and Machinery Exhibition. Hamburg Messe & Kongress GmbH. Fair Grounds. Vereinigung Deutscher Schiffsingenieure c/o Verein der Schiffsingenieuere zu Hamburg e.V., 2 Hamburg 36, Amelungstrasse 5. Biennial.

Hanover

Feb. 2-10. CONSTRUCTA '74. Int'l Building Exhbn. Deutsche Messe-und Ausstellungs A.G., 3 Hanover-Messegelaende. Every 4 years.

Mar. 15-19. INTERFACHMESSE Hanover '74. China, Ceramics, Giftware. Messehaus Hannover GmbH. & Deutsche Messe-und Ausstellungs A.G., 3 Hannover-Messegelaende. Annual.

Apr. 25-May 3. Hanover Fair '74. Hanover Fairgrounds. Deutsche Messe-und Ausstellungs A.G., 3 Hannover-Messegelaende. Annual.

Apr. 27-May 5. German Air Show '74. Langenhagen Airport. Bundesverband der Deutschen Luft-und Raumfahrtindustrie e.V. 53 Bonn-Bad Godesberg. Biennial.

Munich

Jan. 12-20. CARAVAN & BOOT—5th Exhibition of Campers, Boats and Accesories. Munich Fairground. Muenchener Messe-und Ausstellungsgesellschaft mbH, D-8000 Muenchen 12, Theresienhoehe 13, Messegelaende. Annual.

Feb. 5-8. VISODATA, Media Systems in Education. Munich Fairground. Muenchener Messe-und Ausstellungsgesellschaft mbH D-8000 Muenchen 12, Theresienhoehe 13, Messegelaende. Biennial.

Feb. 21-24. ISPO—Int'l Sporting Articles Fair. Munich Fairground. Muenchener Messe-und Ausstellungsgesellschaft mbH D-8000 Muenchen 12, Theresienhoehe 13, Messegelaende. Annual.

March 9-17. 26th Int'l Handicraft Fair. Munich Fairground. Muenchener Messe-und Ausstellungsgesellschaft mbH, D-8000 Muenchen 12, Theresienhoehe 13, Messegelaende. Annual.

March 24-28. Oct. 6-10. Fashion Week Munich. Munich Fairground. Modewoche Muenchen D-8000 Muenchen 12, Theresienhoehe 15. Semiannual.

Apr. 22-26. ANALYTICA, Int'l Exhibition for Biochemical and Instrumental Analysis in Connection with Biochemical Analysis '74 and 1st European Congress for Clinical Chemistry. Munich Fairground. Muenchener Messe-und Ausstellungsgesellschaft mbH, D-8000 Muenchen 12. Theresienhoehe 13, Messegelaende. Biennial.

Apr. 27-30. Int'l Exhibition for Clocks, Jewelry and Silverware. Munich Fairground. Muenchener Messe-und Ausstellungsgesellschaft mbH, D-8000 Muenchen 12, Theresienhoehe 13, Messegelaende. Annual.

June 20-27. INTERFORST, 2nd Int'l Fair for Forestry and Wood Techniques. Munich Fairground. Muenchener Messe-und Ausstellungsgesellschaft mbH, D-8000 Muenchen 12, Theresienhoehe 13, Messegelaende. Quadrennial.

Sept. 19-25. IKOFA, 10th Int'l Exhibition for Nutrition. Munich Fairground. Muenchener Messe-und Ausstellungsgesellschaft mbH D-8000 Muenchen 12, Theresienhoehe 13, Messegelaende. Biennial.

Oct. 23-27. CONTAINERIZATION, Systems for Combined Traffic & its International Integration-Flow from Manufacturer to Consumer. Munich Fairground. Muenchener Messe-und Ausstellungs-gesellschaft mbH, D-8000 Muenchen 12, Theresienhoehe 13, Messegelaende. Quadrenial.

Nov. 21-27. ELECTRONICA '74, 6th International Exhibition for Components and Production Equipment with 6th International Congress Micro Electronics. Munich Fairground. Muenchener Messe-und Ausstellungsgesellschaft mbH D-8000 Muenchen 12, Theresienhoehe 13, Messegelaende. Biennial.

Nuremberg

Feb. 2-8. 25th Int'l Toy Fair. Nuernberg Fairgrounds. Spielwarenmesse GmbH D-85 Nuernberg, Messezentrum. Annual.

Offenbach

March 2-7. Int'l Leather Goods Fair. Offenbach Fair Grounds. Offenbacher Messe-Gesellschaft mbH, Kaiserstr. 108-112, 605 Offenbach/Main. Semiannual.

Aug. 31-Sept. 4. Int'l Leather Goods Fair. Offenbach Fair Grounds. Offenbacher Messe-Gesellschaft mbH., Kaiserstr. 108-112, 605 Offenbach/Main. Semiannual.

Stuttgart

Jan. 26-Feb. 3. CMT 74, Int'l Trade Fair of Camping Equipment, Motoring & Tourism. Stuttgart Killesberg Fairgrounds. Stuttgarter Ausstellungs-GmbH, D-7000 Stuttgart 1, P.O. Box 990. Annual.

March 12-16. INTHERM 74, Int'l Trade Fair for Oil and Gas Heating Equipment & Air Conditioning. Stuttgart Killesberg Fair-grounds. Federal German Assn. of Manufacturers of Oil and Gas Heating Equipment, D-7410 Reutlingen P.O. Box 674. Biennial.

Apr. 3-9. INTERGASTRA 74, Int'l Hotel and Restaurant Trade Fair. Stuttgart Killesberg Fair-grounds. Hotel and Restaurant Association Baden-Wuerttemberg, D-7000 Stuttgart Augustenstrasse 6. Biennial.

May 16-20. INDROFA Int'l Beauty and Health Fair. Stuttgart Killesberg Fairgrounds. Trade Fair Society of German Druggists mbH, D-4100 Duisberg Weidenweg 10. Biennial.

June 18-21. FAB—Int'l Trade Fair for Hospital and Institutional Equipment and Suppliers. Stuttgart Killesberg Fair-grounds. German Hospital Managers Association, D-4930 Detmold 18 Kriegsbergstr. 60. Quadrennial.

Greece

Thessaloniki

Sept. 1-22. 39th Int'l Fair of Thessaloniki. Int'l Fair of Thessaloniki, Thessaloniki. Annual.

Jan. 19-25, 1975. THESSCOMEX, Building Construction Materials and Equipment. Int'l Fair of Thessaloniki and London Int'l Building Exhibition, Thessaloniki.

Honduras

Tegucigalpa

March 9-17. EXPICA, Exposicion Pecuaria Industrial Comercial y Agricola. Federacion Nacional de Ganaderos Hondurenos-FENAGH, Colonia Palmira, 3a. Calle Tegucigalpa, D.C.

Hungary

Budapest

March 26-30. Second Int'l Road Building and Building Machinery Exhibition. Also, Int'l Mining Machinery Exhibition. New Fairgrounds.

Apr. 19-24. HUNGAROPLAST, Sixth Int'l Exhibition of Plastics Industry. New Fairgrounds.

May 18-26. Budapest Int'l Spring Fair, Capital Goods, New Fairgrounds.

Sept. 14-22. Budapest Int'l Autumn Fair, Consumer Goods. New Fairgrounds.

Sept. 14-22. AGROMASEXPO, Second Int'l Exhibition and Fair of Agricultural and Food Industrial Machines and Instruments. New Fairgrounds.

Oct. 9-16. BUDAPACK, Third Int'l Packaging and Material Handling Exhibition. Also, Int'l Exhibition of Machinery for Textile, Clothing, Leather and Shoe Industries. New Fairgrounds.

Oct. 30-Nov. 5. Second Int'l Exhibition of Medical Instruments and Hospital Equipment. New Fairgrounds.

Dec. 4-10. Int'l Exhibition of Electronics in Industry. New Fairgrounds. For details on any of fairs above write: HUNGEXPO, 1441 Budapest 70, P.O. Box 44.

India

Bombay

Feb. 4-23. Int'l Textile Conference and Exhibition, M. Visvesvaraya Industrial Research and Development Centre, Coffee Parade. The Textile Assn. (India), "Santosh," 72-A, Dr. M. M. Raut Rd, Shivaji Park, Dadar, Bombay.

Madras

Jan. 31-Feb. 6. Int'l Leather Fair, Central Leather Research Institute, Adyar, Madras. Indian Leather Fair Society, Central Leather Research Institute, Adyar, Madras. Annual.

New Delhi

Nov. 14-Dec. 13. India Int'l Trade Fair. Exhibition Grounds, Mathura Rd., New Delhi. Directorate of Exhibitions and Commercial Publicity, Ministry of Commerce, Government of India, Udyog Bhavan, New Delhi. Proposed as annual.

Indonesia

Jakarta

June 15-July 27. The Jakarta General Trade Fair. Jakarta Fair Management Board, Lapangan Merdeka Monas, Jakarta.

Iran

Tehran

Sept. 17-29. Second Tehran Int'l Trade Fair, Tehran Int'l Fairgrounds. Iran Int'l Fairs and Exhibitions Corp., P.O. Box 22/33, Tehran. Annual.

Israel

Tel Aviv

May 6-9. ISPAK, Int'l Exhibition of Packaging Machinery and Materials and Food Processing Equipment. Yerid Hamizrakh Exhibition Gardens, Tel Aviv. Yerid Hamizrakh Exhibition Co. Ltd., P.O. Box 21075, Tel Aviv, in cooperation with Israel Packaging Institute, 2 Carlebach St., Tel Aviv.

June 4-22. Tel Aviv Int'l Trade Fair, a general consumer goods fair, "Habitat and Child" in 1974, Yerid Hamizrakh Exhibition Gardens, Tel Aviv. Yerid Hamizrakh Exhibition Co. Ltd., P.O. Box 21075, Tel Aviv. Biennial.

Oct. 14-18. TIMPRINT, Int'l Exhibition of Office Equipment, Data Processing and Printing Trade. Yerid Hamizrakh Exhibition Gardens, Tel Aviv. Yerid Hamizrakh Exhibition Co. Ltd., P.O. Box 21075, Tel Aviv.

Italy

Ancona

June 22-30. Int'l Fair of Ancona. Fishing and Sea Sports. Ente Autonomo Fiera di Ancona, Ancona. Annual.

Bari

April. Int'l Fair of Sports and Leisure Time, EXPOSPORT. Ente Autonomo "Fiera del Levante," Bari. Annual.

May. Show of Chemical, Industrial and Agricultural Techniques, SA-CHI-A. Unione Nazionale Chimici Italiani, Via Marianna Dionigi 29, Roma. Annual.

May-June. Furniture and Interior Decoration Show, MOBIL-LEVANTE. Ente Autonomo "Fiera del Levante," Bari. Annual.

September. Int'l Samples Fair (Levant Fair). Ente Autonomo "Fiera del Levante", Bari. Annual.

Bologna

April. Children's Book Fair. Ente Autonomo per le Fiere di Bologna, Via G. Ciamician 4, Bologna. Annual.

Apr. 8-21. Show of New Learning Techniques. Ente Autonomo per le Fiere di Bologna, Via G. Ciamician 4, Bologna. Annual.

April-May. Int'l Perfumery and Cosmetics Show, COSMOPROF. Ente Autonomo per le Fiere di Bologna, Via G. Ciamician 4, Bologna. Annual.

May-June. Int'l Samples Fair. Ente Autonomo per le Fiere di Bologna, Via G. Ciamician 4, Bologna. Annual.

May-June. Int'l Food Show SIA. Ente Autonomo per le Fiere di Bologna, Via G. Ciamician 4, Bologna. Annual.

October. Int'l Exhibition of Industrialization in Building SAIE. Ente Autonomo per le Fiere di Bologna, Via G. Ciamician 4, Bologna. Annual.

November. Int'l Show of the Farm Machinery Industries, EIMA. Unione Nazionale Costruttori Macchine Agricole, Via G. Carducci 2, Rome. Annual.

Bolzano

September. Int'l Samples Fair. Ente Autonomo Fiera di Bolzano, Via Roma 18, Bolzano. Annual.

Busto Arsizio

September-October. Int'l Textile Show. Machinery, Equipment and Accessories. Mostra Internazionale del Tessile, Busto Arsizio. Biennial.

October. Int'l Exhibition of Sport and Camping Articles, SINCAS. Ente Mostra Tessile, Viale Borri 21, Busto Arsizio (Varese). Annual.

October. Int'l Show of Camping Trailers. Ente Mostra Tessile, Viale Borro 21, Busto Arsizio (Varese). Annual.

Florence

April-May. Int'l Handicrafts Exhibits and Fair. Ente Autonomo Mostra Mercato dell'Artigianato, Piazza della Liberta', Florence. Annual.

Genoa

March. Int'l Novelty Gift Fair and World Travel Holiday Show. Ente Autonomo Fiera Internazionale di Genova, Genoa. Annual.

October. Int'l Boat Show and Int'l Exhibition of Underwater Equipment. Ente Autonomo Fiera Internazionale di Genova, Genoa. Annual.

November. Int'l Wine and Liquor Show (BIBE). Ente Autonomo Fiera Internazionale di Genova, Genoa. Annual.

November. Int'l Show of Hotel and Travel Equipment, TECNHOTEL. Ente Autonomo Fiera Internationale di Genova, Genoa. Annual.

Messina

August. Int'l Samples Fair. Ente Autonomo Fiera di Messina, Messina. Annual.

Milan

January-February. Int'l Toy Show. Salone Internazionale del Giocattolo, Via Cassiodoro 3, Milan. Annual.

January-February. Int'l Knick-Knacks, Costume Jewelry, Stationery and Giftware Show, CHI-BI-CAR. Salone della Chincaglieria, Bigiotteria, Cartoleria ed Articoli da Regalo, Via Biumi 14, Milan. Annual.

February. Houseware, Glassware, Pottery, Hardware and Tool Show, MACEF. Associazione MACEF, Via Solferino 25, Milan. Semi-annual.

March. Int'l Heating, Air Conditioning, Refrigeration, Plumbing and Sanitary Equipment Exhibition and Convention. Mostra-Convegno Riscaldamento, Condizionamento, Refrigerazione e Idrosanitaria, Via Fratelli Bressan 2, Milan. Annual.

March. Int'l Sporting Goods Show, MIAS. Mercato Internazionale dell'Articolo Sportivo, Viale Teodorico 19/2, Milan. Semi-annual.

March. Exhibition of Hydraulic, Pneumatic and Lubricating Apparatus, FLUID. FLUID, Via L. Manara 15, Milan. Biennial.

April. Int'l Samples Fair. Ente Autonomo Fiera di Milano, Via Domodossola, Milan. Annual.

May. Int'l Exhibition of Fabrics for Wearing Apparel, MITAM. MITAM, Galleria S. Babila 4/d, Milan. Semi-Annual.

May. Int'l Show of Optical, Optometric and Ophthalmological Products, MIDO. Assottica, Via Brisa 3, Milan. Biennial.

May. Int'l Show of Rugs and Upholstery Fabrics, MITAM-ARREDAMENTO. MITAM, Galleria S. Babila 4/d, Milan. Annual.

May. Int'l Show of Woodworking Machines, INTERMIBALL. Salone Internazionale delle Macchine per la Lavorazione del Legno, Corso Magenta 96, Milan. Biennial.

May. Int'l Show of Semi-Finished Products and Accessories for the Manufacture and Finishing of Furniture, Stuffed Furniture and Wood Manufactures (SASMIL). Salone Internazionale dei Prodotti e dei Semilavorati del Legno, Via Console Marcello 8, Milan. Biennial.

May-June. Int'l Show of Electronic Components, Measuring Instruments and Accessories. Salone Internazionale Componenti, Strumenti di Misura Elettronica ed Accessori, Via Luciano Manara 1, Milan. Annual.

August-September. Int'l Show of Shoes, Leather, Machine and Allied Equipment, MIOAM. Salone Internazionale delle Calzature, Via Ippolito Nievo 33, Milan. Biennial.

September. Houseware, Glassware, Pottery, Hardware and Tool Show, MACEF. Associazione MACEF, Via Solferino 5, Milan. Semi-annual.

September. Exhibition and Convention on Sport and Recreational Buildings, Installations and Equipment. Centro Organizzazione Mostre Specializzate all'Aperto, Viale Corsica 43, Milan. Annual.

September. Int'l Furniture Show. Salone Internazionale del Mobile, Corso Magenta 96, Milan. Annual.

September. Int'l Show of Office Machinery, Furniture and Equipment, SMAU. Associazione Nazionale Commercianti Macchine e Forniture per Ufficio, Piazza Belgioioso 1, Milan. Annual.

September-October. Int'l Sporting Goods Show, MIAS. Mercato Internazionale dell'Articolo Sportivo, Viale Teodorico 19/2, Milan. Semi-annual.

October. Exhibition and Conference of Products and Techniques for Industrial Cleaning, Maintenance, Sanitation and Hygiene, PULISAN. BEPT, Via P. da Cannobio 9, Milan. Annual.

October. Int'l Exhibition of Commercial and Tourism Facilities and Equipment. Associazione Nazionale Commercianti, Piazza Belgioioso 1, Milan. Annual.

October. Int'l Show of Industrial Chemical Processing Equipment, MAC. Mostra Internazionale di Apparecchiature Chimiche, Viale Tiziano 19, Milan. Annual.

October. Industrial Safety and Hygiene Equipment Show, SECURIT. COMIS, Piaozzale Cadorna 2, Milan. Biennial.

November. Int'l Exhibition of Winery Equipment and Machinery and of Bottling Equipment, SIMEI. Centro Tecnico Italiano dell'Imbottigliamento, Largo Toscanini 1, Milan. Annual.

November. Int'l Air and Water Pollution Exhibition, ANTINQUINAMENTO. COMIS, Piazzale Cadorna 15, Milan. Biennial.

November. Cycle and Motorcycle Int'l Show. Esposizione Internazionale del Ciclo e del Motociclo, Via Macchi 32, Milan. Annual.

November. Biennial Int'l Automation and Instrumentation Show, BIAS. Mostra Convegno dell'Automazione e Strumentazione, Piazzale Rodolfo Morandi 2, Milan. Biennial.

Naples

January-February. Hotel and Allied Tourist Industry Equipment Exhibition EXPOSUDHOTEL. Ente Autonomo "Mostra dell'Oltremare," Naples. Annual.

March. Furniture Show, MOBILSUD. Ente Autonomo "Mostra dell'Oltremare", Naples. Annual.

May-June. Giftware Show, SIR. Ente Autonomo "Mostra dell'Oltremare", Naples. Annual.

June-July. Housing Fair. Ente Autonomo "Mostra dell'Oltremare", Naples. Annual.

October-November. International Optical, Engineering and Photographic Instrumentation Exhibition, OPTICA. Ente Autonomo "Mostra dell'Oltremare", Naples. Annual.

Padua

May-June. Int'l Samples Fair. Ente Autonomo "Fiera di Padova", Via N. Tommaseo 59, Padua. Annual.

June. Int'l Exhibition of Techniques and Equipment Against Pollution. Ente Autonomo "Fiera di Padova", Via N. Tommaseo 59, Padua. Biennial.

September. Int'l Public Services Show. Ente Autonomo "Fiera di Padova", Via N. Tommaseo 59, Padua. Biennial.

October. Int'l Show of Material Handling and Warehousing Equipment, Plant Maintenance Equipment, Containers, TRAMAG. Ente Autonomo "Fiera di Padova", Via N. Tommaseo 59, Padua. Annual.

Palermo

May-June. Mediterranean-Int'l Samples Fair. Ente Autonomo Fiera del Mediterraneo, Piazza Generale Cascino, Palermo. Annual.

Parma

September. Int'l Exhibition of Preserved Food, Preserved Food Industries, Packaging and Industrial Equipment. Ente Autonomo "Mostra Internazionale delle Conserve Alimentari," Palazzo Ducale, Parma. Annual.

Reggio Calabria

March. Citrus Fair. Azienda Autonomo "Fiera di Reggio Calabria," Reggio Calabria. Annual.

Rome

March-April. XIX Electronic, Nuclear, Television, Radio and Motion Picture Exhibition, Via Crescenzio 9, Rome. Annual.

December. Christmas Today. Int'l Exposition and Sale of Gift Items. Servizio Sociale Internazionale, Via V. Veneto 96, Rome. Annual.

Trieste

May 26-31. TECNOMAR. Int'l Exhibition and Conference on Machinery and equipment for shipbuilding, cargo handling, harbor installation, underwater works, oceanography, seawater desalting, marine pollution control. Ente Autonomo Fiera di Trieste, Piazzale A. De Gasperi 1, Trieste. Annual.

June. Int'l Samples Fair. Ente Autonomo Fiera di Trieste, Viale Ippodromo 18, Trieste. Annual.

June. Int'l Lumber Exhibition. Ente Autonomo Fiera di Trieste, Viale Ippodrono 18, Trieste. Annual.

Turin

February. Int'l Ready-Made Clothing Show (SAMIA). Salone Mercato Internazionale dell'Abbigliamento, Corso Massimo d'Azeglio 74, Turin. Semi-annual.

February. Selected Fashions, Luxury Ready-to-Wear Show, MODASELEZIONE. Salone Mercato dell'Abbigliamento "Moda Selezione", Corso Massimo d'Azeglio 74, Turin. Semi-annual.

May 4-12. Environment 1974 (Instrumentation, process, systems and methods to identify and measure major pollution sources). Torino Esposizione S.p.A., Corso Massimo d'Azeglio 15, Turin.

June. Int'l Aircraft and Aerospace Exhibition. Salone Internazionale dell' Aeronautica, Corso Massimo d'Azeglio 15, Turin. Biennial.

September. Int'l Ready-Made Clothing Show (SAMIA). Salone Mercato dell' Abbigliamento, Corso Massimo d'Azeglio 74, Turin. Semi-annual.

September. Selected Fashions, Luxury Ready-to-Wear Show (MODASELEZIONE). Salone Mercato dell'Abbigliamento "Moda Selezione", Corso Massimo d'Azeglio 74, Turin. Semi-annual.

September-October. Int'l Technical Show. Salone Internazionale della Tecnica, Corso Massimo d'Azeglio 15, Turin. Biennial.

November. Int'l Automobile Show. Salone Internazionale dell'Automobile, Corso Galileo Ferraris 61, Turin. Biennial.

Verona

February. Int'l Earth Moving and Building Machinery Exhibition. Ente Autonomo Fiera di Verona, Casello Pistale N. 525, Verona. Annual.

March. Int'l Agriculture, Livestock and Agricultural Machinery Fair. Ente Autonomo Fiera di Verona, Casella Postale N. 525, Verona. Annual.

Japan

Nagoya

April 12-17. All-Japan Best Machine Show, Fukiage Hall. Nikkan Kogyo Shimbun, Nagoya Branch, Takara-cho 1-chome, Naka-ku, Nagoya. Annual.

May 10-14. All-Japan Machine Tool Exhibition, Fukiage Hall. Kikai Kogyo Shimbun, Yamashita Bldg., 1 Yokotacho 2-chome, Atsuta-ku, Nagoya. Annual.

June 12-15. 19th Business Machine Show, Fukiage Hall. Chubu Jimu Kikaika Kyokai, Chukei Bldg., 24 Hijie-cho 1-chome, Nakamura-ku, Nagoya, Annual.

Sept. 20-29. Plastic Industry Exhibition, Fukiage Hall. Nikkan Kogyo Shimbun, Nagoya Branch, Takara-cho 1-chome, Naka-ku Nagoya. Annual.

Early October. 21st All-Japan Machinery Fair, Fukiage Hall. Nagoya Municipal Government, 1-1 San-no-maru 3-chome, Naka-ku, Nagoya. Annual.

Late October. 4th All-Japan Pollution Control Equipment Exhibition, Fukiage Hall. Nagoya Municipal Government, 1-1 San-no-maru 3-chome, Naka-ku, Nagoya. Annual.

November. '74 Chubu Electronics Show, Fukiage Hall. Chubu Electronics Promotion Assn., 24 Rokuban-cho 3-chome, Atsuta-ku, Nagoya. Annual.

Osaka

Feb. 20-24. Osaka Pack, '74, Osaka Int'l Trade Fair, Minato Fair Grounds. Osaka Foreign Trade Institute, Osaka Prefectural Government, 58 Honmachi Hashizume, Higashi-ku, Osaka. Annual.

March 20-27. Third Japan Int'l Exhibition of Textile Machinery, Osaka Int'l Trade Fair, Minato Fair Grounds. Nihon Seni Shimbun Co., Semba Central Bldg., 27 Honmachi 3-chome, Higashi-ku, Osaka. Biennial.

March 20-27. '74 Japan Int'l Knitting Arts Exhibition, Osaka Int'l Trade Fair, Minato Fair Grounds. Textile Journal Co., 6 Nihonbashi Kayaba-cho 1-chome, Chuo-ku, Tokyo. Biennial.

April 23-May 6. Osaka Int'l Fair '74, Osoka Int'l Trade Fair, Minato Fair Grounds. Osaka Int'l Trade Fair Committee, 58 Uchibori-machi Hashizume-cho, Higashi-ku, Osaka. Biennial.

July 5-6. '74 Gas and Kerosene Appliances Show, Osaka Int'l Trade Fair, Minato Fair Grounds. Japan Industrial Assn. of Gas and Kerosene Appliances, Gasukiki Kaikan, 11 Kandaiacho 2-chome, Chiyoda-ku, Tokyo. Annual.

Sept. 19-24. 17th All-Japan Machine and Metal Exhibition, Osaka Anti-Pollution Machinery Show, '74 General Exhibition of Gilting Material and Treatment, and 5th Exhibition of Cargo-Working Rationalization, Osaka Int'l Trade Fair, Minato Fair Grounds. Nihon Kogyo Shimbun Co., 7-2 Ohtemachi 1-chome, Chiyoda-ku, Tokyo. Annual.

October. 49th Business Show, Osaka Int'l Trade Fair, Minato Fair Grounds. Nippon Office Management Assn., Osaka Science Museum, 118 Utsubo 1-chome, Nishi-ku, Osaka. Annual.

Oct. 24- Nov. 4. 7th Japan Int'l (JIMTOF), Osaka Int'l Trade Fair, Minato Fair Grounds, Osaka Int'l Fair Committee, 58 Hashizume-cho, Uchibori-machi, Higashi-ku, Osaka. Quadrennial.

POLLUTION CONTROL EQUIPMENT IN JAPAN—*This Osaka exhibition scene last November illustrates the appeal of new technology.*

Tokyo

Jan. 16-19. Inter Nepcon—Japan '74, Tokyo Int'l Trade Fair Grounds. Industrial and Scientific Conference Management, Inc. Kokado Bldg., 3-18 Akasaka 1-chome, Minato-ku, Tokyo. Annual.

Feb. 15-19. '74 Machinery Show of Bakery and Confectionery ('74 MOBAC SHOW), Tokyo Int'l Trade Fair Grounds. Confectionery Machinery Manufacturers' Assn., 3rd Higashi Bldg., Kanda Hiraga-cho, Chiyoda-ku, Tokyo. Annual.

Feb. 15-20. (May be scheduled in July). Int'l Licensing Promotion Exhibition. Int'l Licensing Promotion Assn. of Japan, 11 Ichigaya Hachimancho 17-chome, Shinjuku-ku, Tokyo. Annual.

March 7-12. 19th Japan Refrigeration and Air-Conditioning Exhibition, Tokyo Int'l Trade Fair Grounds. Japan Refrigeration and Air-Conditioning Industry Assn., 15-2 Ginza 6-chome, Chuo-ku, Tokyo. Annual.

March 13-17. '74 Int'l Hotel and Restaurant Show, Tokyo Ryutsu Center. Japan Management Assn., Kyoritsu Bldg., Shiba Koen 25-chome, Minato-ku, Tokyo. Annual.

March 26-31. Tokyo Int'l Anti-Pollution Exhibition '74, Second Security and Safety Equipment Exhibition, and Second All-Japan Environmental Improvement Show, Tokyo Int'l Trade Fair Grounds. Nihon Kogyo Shimbun Co., 7-2 Ohtemachi 1-chome, Chiyoda-ku, Tokyo. Annual.

Apr. 5-10. '74 Tokyo Int'l Automatic Control Equipments Exhibition, '74 Automatic and Labor-Saving Machines Exhibition, and '74 Automatic Depot System Exhibition, Tokyo Int'l Trade Fair Grounds. Industrial Daily News, 8-10 Kudan-Kita 1-chome, Chiyoda-ku, Tokyo. Annual.

Apr. 26-May 6. Third Tokyo Int'l Good Living Show, Tokyo Int'l Trade Fair Grounds. Tokyo Int'l Trade Fair Committee, 16 Harumi 4-chome, Chuo-ku, Tokyo. Biennial.

May 9-14. '74 Int'l Mechanical Handling Exhibition and Second Int'l Frozen Food Industries Exhibition, Tokyo Int'l Trade Fair Grounds. Japan Management Assn., Kyoritsu Bldg., 1-22 Shiba-Koen 3-chome, Minato-ku, Tokyo. Annual.

SCANDINAVIAN SALES IN PROSPECT—*Nash International, Norwalk, Conn., displayed a compressor at the Nor-Shipping '73 show in Oslo, Norway. The company sold its demonstration equipment on the first day and made other off-floor sales.*

May 19-23. Thirteenth Metal Finishing MET Show, Tokyo Industrial Center, Ohtemachi Hall. Metal Finishing Society of Japan, Kyodo Bldg., Kanda Iwamoto-cho 2-chome, Chiyoda-ku, Tokyo. Annual.

May 22-27. 48th Business Show and 4th Hospital Show, Tokyo Int'l Trade Fair Grounds. Nippon Office Management Assn., Seikyo Kaikan, 1-13 Sendagaya 4-chome, Shibuya-ku, Tokyo. Annual.

June 11-17. Int'l Graphic Arts Show '74 Tokyo, Tokyo Int'l Trade Fair Grounds. Japan Graphic Arts Machinery Exhibition Committee, 571 Tokyo Club Bldg., 2-6 Kasumigaseki 3-chome, Chiyoda-ku, Tokyo. Quadrennial.

June 21-22. '74 Gas and Kerosene Appliances Show, Tokyo Int'l Trade Fair Grounds. Japan Industrial Assn. of Gas and Kerosene Appliances, Gasuki-ki Kaikan, 11 Kandata-cho 2-chome, Chiyoda-ku, Tokyo. Annual.

Aug. 13-18. '74 Tokyo Int'l Metal-Working Machines Exhibition, Tokyo Int'l Trade Fair Grounds. Industrial Daily News, 8-10 Kudan-Kita 1-chome, Chiyoda-ku, Tokyo. Annual.

Aug. 23-28. Tokyo Anti-Pollution Devices Exhibition, Tokyo Int'l Trade Fair Grounds. Industrial Daily News, 8-10 Kudan-Kita 1-chome, Chiyoda-ku, Tokyo. Annual.

Sept. 5-11. '74 Tokyo Int'l Packing Exhibition, Tokyo Int'l Trade Fair Grounds. Japan Packing Machinery Manufacturers Assn., No. 2 Nanzokura Bldg., 20-1 Nishi Shinbashi 2-chome, Minato-ku, Tokyo. Biennial.

Sept. 19-25. '74 Japan Electronics Show, Tokyo Int'l Trade Fair Grounds. Electronic Industrial Assn. of Japan, Tokyo Skokokaigisho Bldg., 2-2 Marunouchi 3-chome, Chiyoda-ku, Tokyo. Annual.

Sept. 29-Oct. 2. JPCA Show '74 (Japan Printed Circuit Assn. Show), Tokyo Int'l Trade Fair Grounds. Japan Printed Circuit Assn., Yoshida Bldg., Shiba Kamiya-cho 21-chome, Minato-ku, Tokyo. Annual.

Oct. 1-6. '74 Heating Air-Conditioning and Sanitary Exhibition, '74 Int'l Chemical Plant Engineering Show and 9th All-Japan Heating Apparatus Exhibition, Tokyo Int'l Trade Fair Grounds. Japan Management Assn., Kyoritsu Bldg., Shiba-Koen 25-chome, Minato-ku, Tokyo. Annual.

Oct. 2-4. Third Japan Int'l Toy Fair, Tokyo Industrial Center, Ohtemachi Hall. Japan Int'l Toy Fair Assn., 14 Kotobuki 3-chome, Taito-ku, Tokyo. Annual.

Nov. 17-23. Sixth Fair of Plastic—JAPANPLAS '74. Tokyo Int'l Trade Fair Grounds. JAPANPLAS Fair Assn., Deguchi Bldg., Shiba Kamiya-cho 3-chome, Minato-ku, Tokyo. Biennial.

Kenya

Nairobi

Sept. 24-28. Agricultural Society of Kenya Nairobi Show, Jamhuri Park. Agricultural Society of Kenya, P.O. Box 30176, Nairobi. Annual.

Korea

Seoul

October. Electronics Show, Fine Instrument Center. Korean Exposition Assn. Federation of Korean Industries, Seoul. Annual.

Libyan Arab Republic

Tripoli

March 1-20. Tripoli Int'l Fair. Annual.

Luxembourg

Luxembourg

May 18-26. 26th Luxembourg Int'l Fair, Luxembourg-Kirchberg. Societe des Foires Internationales de Luxembourg, 60, av. Victor-Hugo, Luxembourg. Annual.

Malta

Naxxar

July 1-15. 18th Malta Int'l Fair, The Fair Grounds. Malta Trade Fair Corp., Naxxar. Annual.

Oct. 1-10. MISCIA Mediterranean Int'l Shipping, Oil, Industries and Airlines Exhibition. The Fair Grounds. Ronasons Int'l Ltd., Industrial Estate, Marsa.

Mali

Bamako

Feb. or March. Mali Int'l Fair. Mairie de Bamako, Bamako.

Mozambique

Lourenco Marques

May 25-June 10. FACIM-74, 10th Int'l Trade Fair of Lourenco Marques, Avenida da Republica, Lourenco Marques. Director, FACIM, P.O. Box 1761, Lourenco Marques. Annual.

Netherlands

Amsterdam

Jan. 7-10. HORECAVA '74—Int'l hotel, restaurant and institutional equipment exhibition. Information: RAI.[1] Annual.

Jan. 21-26. LANDBOUW RAI '74—Exhibition of agricultural and Horticultural Implements. Information: RAI.[1] Biennial.

Feb. 7-17. Int'l Commercial Vehicles Exhibition. Information: RAI.[1] Biennial.

March 1-10. HISWA '74—Int'l Boat Show. Information: Hiswa, 421 Kiezersgracht. Annual.

March 21-27. AUTOVAK '74—Int'l Exhibition of Garage Equipment and Automotive Spare Parts. Information: RAI.[1] Biennial.

Apr. 19-28. HUISHOUDBEURS/IDEE—Int'l Household & Fair. Information: "Huishoudbeurs", 94 G. van der Veenstraat. Annual.

May 14-17. INTERTRAFFIC '74—Int'l Traffic Engineering Exhibition. Information: RAI.[1] Biennial.

May 21-31. PETROTECH '74—Int'l Exhibition for the Petroleum and Natural Gas Industry. Information: RAI.[1] Biennial.

May 26-June 1. EUROCEREX '74—Int'l Exhibition for the Ceramic Industry.

Aug. 28- Sept. 8. FIRATO '74—International Exhibition of Entertainment Electronics. Information: Firato Radio, Tentoonstelling, 8 J. van der Waalstraat. Biennial.

Sept. 17-24. AQUATECH '74—Int'l Exhibition on Treatment, Storage, Transport and Usage of Water. Information: RAI.[1]. Biennial.

Oct. 28-Nov. 1. FIAREX '74—Int'l Industrial Electronics Trade Fair. Information: Firato Stichting, 8 J. van der Waalstraat. Biennial.

Nov. 12-16. EUROPORT '74—Int'l Maritime Exhibition. Information: Europort Tentoonstelling B.V. Group, ZZ44, Waalhaven, Rotterdam. Annual.

Dec. 12-18. CARAVAN RAI '74—Exhibition of Housetrailers, Parts and Accessories. Information: RAI.[1] Annual.

Date unknown. HOUT '74—Exhibition of Lumber, Lumber Products and Lumber Processing Equipment. Information: Europort—Nedex Group, ZZ44 Waalhaven. Annual.

Utrecht

Jan. 28-Feb. 3. KARWEI—Do-it-yourself exhibition. Information: RNIF.[2] Annual.

Jan. 31-Feb. 5. VAKANTIE '74—Exhibition for Tourism and Recreation. Information: RNIF.[2] Annual.

Feb. 18-22. ROKA—Int'l Food Fair. Information: RNIF.[2] Biennial.

March 5-9. SANITAIR & HYGIENE—Bathroom and toilet fittings, equipment and accessories, general plumbing, heating and drainage equipment, saunas and swimming pool equipment. Information: Europort—Nedex Group, ZZ44 Waalhaven. Biennial.

March 10-14. Spring Fair for Consumer Goods. Information: RNIF.[2] Annual.

March 20-27. Exhibition of Machinery and Materials for the Building and Utility Construction Industries. Information: RNIF.[2] Biennial.

May 13-18. VAT '74—Exhibition for Subcontracting Industries Serving the Mechanical, Electrical Engineering, Plastic and Woodworking Industries. Information: RNIF.[2] Annual.

May 13-18. TECHNO BEURS—Machinery weighing less than 2,000 kgs. for the Metalworking and Woodworking Industries. Information: RNIF.[2] Quadrennial.

Aug. 26-30. INDRO Perfumery Fair—Pharmaceuticals and Chemists' Supplies, Perfumery, Cosmetics, Toilet Articles and Costume Jewelry. Information: RNIF.[2] Annual.

Sept. 8-12. Autumn Fair of Consumer Goods. Information: RNIF.[2] Annual.

Sept. 8-12. INTER DECOR—Exhibition of Floor Coverings, Home Textiles, Household Textiles. Information. RNIF.[2] Annual.

Oct. 22-26. TUIN & PARK—Equipment and Materials for the Design, Layout and Maintenance of Gardens, Parks, Recreation Fields, Sports Fields and Playing Grounds. Information: RNIF.[2] Biennial.

Oct. 24-31. ELECTROTECHNIEK—Exhibition of Equipment for Production, Transportation and Distribution of Electricity, Including Measuring, Regulating and Control Equipment. Information: RNIF.[2] Biennial.

The initials RAI[1] and RNIF[2] used above refer to the two major trade fair organizers of The Netherlands, whose addresses are:

R.A.I. Gebouw N.V. (RAI)
8 Europaplein, Amsterdam.
Royal Netherlands Industries Fair (RNIF)
Jaarbeursplein, Utrecht.

Nigeria

Lagos

February. Motor Show.

March-April. Textiles, Leather & Rubber Exhibition.

May. Chemicals, Petroleum, Plastics & Other Products Exhibition.

June. Office Equipment, Furniture, Stationery & Lithography Exhibition.

August. Food, Drinks and Tobacco Exhibition.

September. Modern Home Exhibition.

October. Telecommunications & World of Electronics Exhibition.

November. Fashion Show.

December. Fabricated Metal Products & Machinery Exhibition.

For information on any of the above events contact: Trades & Exhibitions Department, The Daily Times of Nigeria, Ltd., 3/7 Kakawa St., P.O. Box 139, Lagos.

Norway

Oslo

Feb. 11-17. Norwegian Agricultural Week, Sjolyst, Oslo. Royal Society of Rural Development, Rosenkrantzgate 8, Oslo 1. Annual.

March 15-24. The Sea for All '74, Sjolyst, Oslo. Norwegian Boatbuilders Assn. & Fed. of Engine Importers, Oslo. Annual.

Apr. 25-May 5. Holidays & Recreation '74, Sjolyst, Oslo. Norwegian Trade Fair, POB 130, Skoyen, Oslo 2. Annual.

Aug. 25-Sept. 1. 7th Technical Fair, Sjolyst, Oslo. Norwegian Assn. of Machinery Dealers. Drammensveien 30, POB 130, Oslo 2. Quadrennial.

Sept. 19-29. Scandinavian Building Exhibition, Sjolyst, Oslo. Assn. of Building Material Distributors, Grensen 10, Oslo 1. Biennial.

Oct. 28-Nov. 1. 2nd Int'l Forum for Innovation & Licensing, Sjolyst, Oslo. Norwegian Trade Fair, POB 130, Skoyen, Oslo 2. Biennial.

October. Today's Housekeeping. Oslo Association of Retail Grocers, Akersgt. 32, Oslo 1. Annual.

Nov. 4-8. Int'l Hotel & Catering Fair, Sjolyst, Oslo. Norwegian Trade Fairs, POB 130, Skoyen, Oslo 2. Triennial.

December or Jan., 1975. Chemical Engineering '74 and Automatica '74, Sjolyst, Oslo. Norwegian Center for Informatics & Norwegian Trade Fair, POB 130, Skoyen, Oslo 2. Triennial.

Stavanger

Feb. 1. Offshore North Sea 1974 Technology Conference & Exhibition, Siddishallen, Stavanger. Rogaland Trade Fair Ltd., POB 410, Stavanger.

Trondheim

Aug. 12-18. 5th Int'l Fisheries Fair, Nidarohallen, Trondheim, Directorate of Fisheries & Norwegian Trade Fair, POB 130, Skoyen, Oslo 2. Biennial.

Panama

Chorrera

Feb. 24-28. Agro-Industrial Fair de la Chorrera. National Director of Fairs, P.O. Box 46, Panama 1, R.P.

David

March 17-25. Agro-Industrial Fair of San Jose. National Director of Fairs, P.O. Box 46, Panama 1, P.R.

Los Santos

Apr. 4-8. Agro-Industrial Fair of Azuero. National Director of Fairs, P.O. Box 46, Panama 1, P.R.

Paraguay

Asuncion

Aug. 15 EXPOPAR 74. Avenida Jose Felix Bogado entre Jose Esculies y Japon, Asuncion. Union Industrial Paraguaya. Calle Cerro Cora 1038, Casilla Postal 781, Asuncion. Annual.

Mariano Roque Alonso

August. 24th Exposicion Nacional de Canaderia y Muestro Industrial y Comercial. Asociation Rural del Paraguay, Calle Antequera 651, Asuncion. Annual.

Peru

Lima

Nov. 3-12. TECNOMIN 74, World Mining Fair, held in conjunction with World Mining Congress, Pacific Int'l Fair Grounds. Sr. Guillermo Ferreyros, P.O. Box 4900, Lima 1.

Poland

Poznan

June 9-18. Poznan Int'l Technical Fair. Poznan Int'l Management Fair, Glogowska 14, 60-734 Poznan.

Sept. 22-29. Poznan Int'l Consumer Goods Fair. Poznan Int'l Fair Management, Glogowska 14, 60-734 Poznan.

Portugal

Braga

June/July. AGRO-74, Agricultural Show. Civil Governor, Braga. Annual.

Lisbon

March 8-17. NAUTICAMPO, Sailing, camping and outdoor sports fair. Lisbon Int'l Fairgrounds. Portuguese Industrial Assn. Praca das Industrias. Lisbon. Annual.

Apr. 19-28. Antiquity Show. Lisbon Int'l Fairgrounds. Portuguese Industrial Assn. Praca das Industrias, Lisbon. Annual.

May. FILESCOLA, School Equipment Show. Lisbon Int'l Fairgrounds. Portuguese Industrial Assn. Praca das Industrias, Lisbon. Annual.

June 12-23. 15th Int'l Fair. Lisbon Int'l Fairgrounds. Portuguese Industrial Assn. Praca das Industrias, Lisbon. Annual.

September. FILMODA, Fashion Show. Lisbon Int'l Fairgrounds. Portuguese Int'l Fairgrounds. Portuguese Industrial Assn. Praca das Industrias, Lisbon. Annual.

Oct. 15-20. FILEME, Office Furniture and Equipment Show. Lisbon Int'l Fairgrounds. Portuguese Industrial Assn. Praca das Industrias, Lisbon. Annual.

Nov. 11-17. FILHOTEL, Hotel Equipment Show. Lisbon Int'l Fairgrounds. Portuguese Industrial Assn. Praca das Industrias, Lisbon. Annual.

Oporto

March 30-Apr. 8. EXPOIMAIJUDE Int'l Exhibition of Material for Infants, Children and Sports. Crystal Palace, Oporto Industrial Assn. R. Mouzinho da Silveira, N. 228, Oporto. Annual.

Oct. 18-27. First Exposition of Wood Manufacturing Products, Furniture and Forestry Products. Crystal Palace. Oporto Industrial Assn. R. Mouzinho da Silveira, N. 228, Oporto. Annual.

Tomar

May. Agricultural Fair. Feiras de Tomar. Casa do Turismo, Tomar. Annual.

Santarem

June. Agricultural Fair. Feiras de Santarem, Santarem. Annual.

Romania

Bucharest

May 12-19. Bucharest Int'l Fair for Consumer Goods, Piata Scinteii No. 1, Bucharest. Bucharest Int'l Fair Board/Chamber of Commerce, Piata Scinteii No. 1, Bucharest. Biennial.

Oct. 13-22. Bucharest Int'l Fair, Piata Scinteii No. 1, Bucharest. Bucharest Int'l Fair Board/Chamber of Commerce, Piata Scinteii No. 1, Bucharest. Biennial.

Senegal

Dakar

Nov. 28-Dec. 15. First Int'l Fair of Dakar. New fairgrounds at Dakar-Yoff Airport. SOFIDAN, Chambre de Commerce, 1 Place de l'Independence, Dakar, Senegal. Biennial.

Singapore

Singapore

March 30-Apr. 30. Int'l Motor Show 1974. Automobile Assn. of Singapore.

Spain

Barcelona

Feb. 2-12. XII Int'l Nautical Salon, Parque de Montjuich. F.O.I.M., Avenida Maria Cristina s/n, Barcelona 4. Annual.

March 15-24. GRAPHISPACK '74, Int'l Salon of Graphic Arts, Packaging and Bottling, Parque de Montjuich. F.O.I.M., Avenida Maria Cristina s/n, Barcelona 4. Triennial.

Apr. 24-May 5. Int'l Automobile Salon, Parque de Montjuich. F.O.I.M., Avenida Maria Cristina s/n, Barcelona 4. Annual.

June 2-12. 42nd Barcelona Int'l General Trade Fair, Parque de Montjuich. F.O.I.M., Avenida Maria Cristina s/n, Barcelona 4. Annual.

Nov. 20-Dec. 1. HOGARHOTEL 14—14th National Salon of the Home, Decoration and Gastronomy and Int'l Hotel Equipment Show, Parque de Montjuich. F.O.I.M., Avenida Maria Cristina s/n, Barcelona 4. Annual.

Bilbao

June 22-July 1. 8th Int'l General Trade Fair, Palacio Ferial. Feria de Muestras Internacional, P.O. Box 469, Bilboa. Annual.

Elda (Alicante)

March 4-8. FICIA—13th Int'l Shoe & Related Industries Fair 1st Edition, Autumn-Winter Fashions, Palacio Ferial. Avenida Chapi s/n. FICIA, Avenida Chapi, s/n, Elda, Alicante.

Sept. 9-13. FICIA, 2nd Edition. Same as above.

Gijon (Oviedo)

Aug. 7-18. 2nd Int'l Fair of Machinery for Mines, Ore Deposits and Quarries, Parque de Isabel la Catolica. Camara Oficial de Comercio, Industria y Navegacion, Instituto 17, Gijon, Oviedo.

Madrid

Nov. 8-17. SIMO—14th Int'l Office Equipment and Data Processing Fair, Palacio de Exposiciones de la Camara Oficial de Comercio. C.I.T.E.M.A., Plaza Conde del Valle Suchil 8, Madrid 15. Annual.

Murcia

Oct. 19-27. FICA—13th Int'l Canning and Food Fair, Palacio Ferial. F.I.C.A., Avenida Jose Antonio 11, Murcia. Annual.

Sevilla

Apr. 19-30. 14th Ibero American General Trade Fair, Jardines de San Telmo. Feria de Muestras Iheroamericana, Pabellon del Peru, Jardines de San Telmo, Sevilla. Annual.

Valencia

Feb. 16-24. 13th Int'l Toy Fair, Benimanet—Palacio Ferial. Feria Internacional del Juguete, P.O. Box 476. Valencia. Annual.

May 6-16. 52nd Int'l General Trade Fair, Benimanet — Palacio Ferial. Feria Muestrario Internacional, P.O. Box 476, Valencia. Annual.

Oct. 19-29. 11th Int'l Wood Working Salon, Benimanet — Palacio Ferial. Feria Muestrario Internacional P.O. Box 476, Valencia. Annual.

Zaragoza

March 30-Apr. 7. FIMA '74—8th Int'l Technical Farm Machinery Fair, Palacio Ferial—Plaza Emperador Carlos. Feria Oficial de Muestras, Plaza Emperador Carlos, Zaragoza. Annual.

Swaziland

Manzini

September. Swaziland Trade Fair, Manzini Show Grounds. Ministry of Industry, Mines and Tourism, Government of Swaziland, Swaziland Trade Fairs Ltd., P.O. Box 462, Mbabane. Annual.

Sweden

Gothenburg

Feb. 8-17. Int'l Boat Show, Svenska Massan. Svenska Massan Stiftelse, The Swedish Trade Fair Foundation, S-412 51, Gothenburg. Annual.

March 19-24. Building 74, Building Materials Exhibition, Svenska Massan. Svenska Massan Stiftelse, The Swedish Trade Fair Foundation, S-412 51, Gothenburg. Annual.

March 19-24. Shop Equipment, Svenska Massan. Svenska Massan Stiftelse, The Swedish Trade Fair Foundation, S-412 51, Gothenburg.

Apr. 23-28. 57th Int'l Swedish Trade Fair. Svenska Massan. Svenska Massan Stiftelse, The Swedish Trade Fair Foundation, S-412 51, Gothenburg. Annual.

May 14-18. Sea Transport, Svenska Massan Svenska Massan Stiftelse, The Swedish Trade Fair Foundation, S-412 51, Gothenburg.

Sept. 14-22. Int'l Consumer Goods Fair, Svenska Massan. Svenska Massan Stiftelse, The Swedish Trade Fair Foundation, S-412 51, Gothenburg. Annual.

Oct. 8-11. INTERREST 74. Hotel & Restaurant Equipment, Svenska Massan. Svenska Massan Stiftelse, The Swedish Trade Fair Foundation, S-412 51, Gothenburg.

Oct. 21-25. Medical Care & Health, Svenska Massan. Svenska Massan Stiftelse, The Swedish Trade Fair Foundation, S-412 51, Gothenburg.

Nov. 6-10. Anti-corrosion and Surface Treatment, Svenska Massan. Svenska Massan Stiftelse, The Swedish Trade Fair Foundation, S-412 51, Gothenburg.

Nov. 22-27. CONTACT 74, Printing Equipment, Svenska Massan. Svenska Massan Stiftelse, The Swedish Trade Fair Foundation, S-412 51, Gothenburg.

Nov. 22-27. Hydraulics, Pneumatics, Transmissions, Svenska Massan. Svenska Massan Stiftelse, The Swedish Trade Fair Foundation, S-412 51, Gothenburg.

Jonkoping

June 6-11. ELMIA 74, Agriculture & Forestry, ELMIA Fairgrounds. Elmia AB, Box 6066, 550 06, Jonkoping.

Sept. 2-6. Int'l Technical Fair on Working Environment and Outside Air Protection and Noise Problems, ELMIA Fairgrounds. Elmia AB, Box 6066, 550 06 Jonkoping.

Malmo

Feb. 5-8. OFFSET 74, Malmo Exhibition Halls. Sydexpo AB, Stjarnplan 3, S-216 18 Malmo.

March 2-10. MOTOR 74, Racing Cars & Equipment, Malmo Exhibition Halls. Sydexpo AB, Stjarnplan 3, S-216 18, Malmo.

Apr. 4-9. MEKANIK 74, Mechanical Engineering Industries, Malmo Exhibition Halls. Stiftelsen Skanemassan AB, Scania Trade Fair Foundation, Box 19015, 200 73, Malmo and The Swedish Organization of Engineering Workshops.

May 14-19. BYGG-MA V, Int'l Building Materials Fair, Malmo Exhibition Halls. Scania Trade Fair Foundation, Box 19015, 200 73, Malmo and Various Trade Associations.

May 14-19. A Cleaner World, Pollution Control & Municipal Services Fair, Malmo Exhibition Halls. Scania Trade Fair Foundation, Box 19015, 200 73, Malmo, and Association of Swedish Municipalities.

Aug. 16-25. 57th Int'l Skanemassan, Scania Trade Fair, Malmo Exhibition Halls. Scania Trade Fair Foundation, Box 19015, 200 73, Malmo.

Oct. 6-9. CleanExpo, Cleaning & Flooring, Malmo Exhibition Halls. Scania Trade Fair Foundation, Box 19015, 200 73, Malmo and Association of Swedish Municipalities.

Oct. 23-26. INTERVISA, Audio-Visual Trade Fair, Malmo Exhibition Halls. Scania Trade Fair Foundation, Box 19015, 200 73, Malmo.

Oct. 23-26. "Rational Offices," Malmo Exhibition Halls. Sydexpo AB, Stjarnplan 3, S-216 18 Malmo.

Stockholm

Jan. 17-20. FORMEX Fair, Glass, China & Handcraft, St. Eriks Fairgrounds. Kopmannens Kundmassor AB, Karlsholmsvagen 11, Taby. Semiannual.

Feb. 7-10. Swedish Furniture Fair, St. Eriks Fairgrounds. Swedish Furniture Assoc., Box 14012, S-104 40, Stockholm.

Feb. 21-March 3. Stockholm Int'l Boat Show, St. Eriks Fairgrounds. AB St. Eriks Massan, S-106 80, Stockholm. Annual.

March 11-13. Int'l Shoe Fair, St. Eriks Fairgrounds. SIAF, Narvavagen 27, S-114 60, Stockholm. Semiannual.

Apr. 22-28. Materials Handling 74, St. Eriks Fairgrounds. AB St. Eriks Massan, S-106 80, Stockholm. Triennial.

Aug. 5-10. IFIP 74/Medinfo 74, St. Eriks Fairgrounds. AB St. Eriks Massan, S 106 80, Stockholm and the Int'l Federation for Information Processing.

Aug. 8-30. St. Eriks Fair, Consumer Goods, St. Eriks Fairgrounds. St. Eriks Massan, S-106 80, Stockholm. Annual.

Sept. 14-15. Int'l Shoe Fair, St. Eriks Fairgrounds. SIAF, Narvavagen 27, S-114 60, Stockholm. Semiannual.

Oct. 17-23. Stockholm Technical Fair, St. Eriks Fairgrounds. AB St. Eriks Massan, S 106 80, Stockholm. Annual.

Nov. 27-30. Int'l Exhibition and General Meeting of the Swedish Society of Medical Sciences, St. Eriks Fairgrounds. AB St. Eriks Massan, S-106 80, Stockholm. Annual.

Switzerland

Basel

Feb. 12-16. SWISSPACK—Int'l Packaging Exhibition, at Swiss Industries Fairs. Committee Swisspack 74, c/o Swiss Industries Fairs, P.O. Box, 4021 Basel. Biennial.

June 11-15. PRO AQUA PRO VITA—Int'l Exhibition for Environmental Sanitation, Water, Waste-Water, Air, Refuse, and Noise, at Swiss Industries Fairs. Pro Aqua AG, P.O. Box, 4021 Basel. Biennial.

June 25-29. Int'l Wire Exhibition at Swiss Industries Fairs. Mac Brooks Exhibitions Ltd. Victoria St. 62, St. Alban-Herts, England. Biennial.

Sept. 1-3. INTERFEREX—Int'l Trade Fair for Hardware, Tools and Household Goods at Swiss Industries Fairs. Interferex AG, Talstr. 66, 8000 Zürich. Biennial.

Sept. 10-14. ILMAC—Int'l Exhibition of Laboratory, Chemical Engineering, Measurement and Automation Techniques in Chemistry, at Swiss Industries Fairs, Basel. Schweizerischer Chemiker-Verband, Falkenstra. 12, 8008 Zürich. Triennial.

Bern

Sept. 23-28. SAMA Int'l—Assemblage, Miniaturization and Automation Fair for the Watch Industry, Allmend Fair Grounds. SAMA International, P.O. Box 1052, 2500 Bienne. Annual.

Geneva

Jan. 26-Feb. 3. Int'l Motor Show I (utility vehicles); *March 14-24.* Int'l Motor Show II (passenger vehicles), both at the Palais des Expositions. Salon des Automobiles, Palais des Expositions, Quai Ecole-Médecine 18, 1200 Geneva. Annual.

June 18-21. Int'l Airport Construction & Equipment Exhibition, Palais des Expositions. Int'l Airport Construction & Equipment Exhibition, 7 London Rd., St. Albans, Herts, England.

Nov. 22-Dec. 1. Int'l Exhibition of Inventions & New Techniques, Palais des Expositions. Promex SA, 22 rue du Mont-Blanc, 1201 Geneva. Annual.

Lausanne

Feb. 23-March 3. Int'l Exhibition for Tourism & Vacationing, Palais de Beaulieu. Salon Int'l du Tourisme et des Vacances, Avenue Agassiz 2, 1000 Lausanne. Annual.

St. Gallen

Aug. 31-Sept. 3. INTERMOEBEL 74—Int'l Furniture Fair, Fairground St. Jakob. Intexpo St. Gallen, Society for Int'l Fairs & Exhibitions, 9004 St. Gallen. Biennial.

Zurich

March 3-4 and Sept. 1-2. Int'l Shoe Sample Exhibition; Zuespa Exhibition Grounds. Verband Schweizerischer Schuh-Industrieller Roetelstrasse 84, 8042 Zurich. Annual.

March 12-16. Int'l Sheet Metal Exhibition, Zuespa Exhibition Grounds. Mac Brooks Exhibitions Ltd., 62 Victoria St., St. Albans, Herts, England.

March 17-19 and Oct. 13-16. IMODA—Int'l Show of Ladies' and Children's Wear, Zuespa Exhibition Grounds. W. Lanz, 67 chemin de la Montagne, 1224 Chêne-Bougeries/Geneva. Annual.

March 30-April 4. Int'l Gas Turbine Exhibition, Kongresshaus. American Society of Mechanical Engineers, New York. (Miss Isabell Willener, Lindenstrasse 33, 8008 Zurich).

Apr. 23-27. IFAS—Int'l Trade Fair for Medical and Hospital Equipment, Zuespa Exhibition Grounds. Arbeitsgemeinschaft fuer Fachmessen AG., Hofackerstr. 36, 8032 Zurich. Biennial.

Oct. 28-Nov. 2. Int'l Trade Fair for Hydraulics & Pneumatics, Zuespa Exhibition Grounds. AGIFA Fachmessen, Universitaetsstr. 120, 8033 Zurich. Biennial.

Taiwan

Taipei

March 25-31. AMPRO-74, Taipei Exposition Pavilion. Director, Board of Foreign Trade, Government of the Republic of China, Taipei, Taiwan.

October-November. Republic of China Electronics Exhibition. Taiwan Electric Appliance Manufacturers Assn., 9 Changan East Rd., Section 1, Taipei. Annual.

Tanzania

Dar es Salaam

July 1-9. Saba Saba Int'l Fair. Principal Secretary, Ministry of Commerce & Industries, Tanzania Government, P.O. Box 9503, Dar es Salaam. Annual.

Turkey

Izmir

Aug. 20-Sept. 20. Izmir Int'l Fair. Izmir Municipality, Fair and Tourism Manager, Izmir Enternasyonal Fuari ve Turizm Mudurlugu, Izmir. Annual.

United Kingdom

Brighton

Jan. 26-30. British Int'l Toy Fair, Metropole Exhibition Hall. British Toy Fairs (Int'l) Ltd., Regent House, 89 Kingsway, London WC2B 6RS.

Feb. 7-8. EIA Engineering Exhibition, Metropole Exhibition Hall. Exhibition Secretary, EIA Southern Region, 3-7 Portman Square, London, W1H OAE.

Feb. 19-22. Audio Visual At Work Exhibition. Metropole Exhibition Hall. Maclaren Exhibitions Ltd., Davis House, 69/77 High St., Croydon, Surrey, CR9 IQH.

March 19-21. Electro-Optics Int'l Exhibition. Hotel Metropole. Kiver Communications Ltd., 149-155 Ewell Road, Surbiton, Surrey.

March 26-28. Temperature Measurements & Control Exhibition and Conference—TEMCON, Metropole Exhibition Hall. Trident Conferences & Exhibitions Ltd., 60 George St., Richmond, Surrey.

Apr. 2-5. Processing, Packaging, Handling of Toiletries, Pharmaceuticals, Perfumes and Cosmetics Exhibition, Metropole Exhibition Hall. BPS Exhibitions Ltd., 4 Seaford Court, 220-222 Great Portland St., London, W1N 5HH.

Apr. 22-26. Health Exhibition, Hotel Metropole. Royal Society of Health, 13 Grosvenor Place, London SW1X 7EN.

May 7-9. Int'l Electrical Insulation Conference and Exhibition, Metropole Exhibition Hall. British Electrical and Allied Manufacturers Assn., Leicester House, 8 Leicester St., London, WC2H 7BN.

May 13-16. Int'l Hovering Craft & Hydrofoil Exhibition, Metropole Exhibition Hall. Hovering Craft & Hydrofoil, 51 Welbeck St., London, W.1.

June 4-7. Communication '74—Radio & Data Exhibition, Metropole Exhibition Hall. ETV Cybernetics Ltd., 1 Victoria Terr., Ealing Green, London W.5 5QS.

Aug. 19-22. Int'l Water Supply Congress and Exhibition, Hotel Metropole. Int'l Water Supply Assn., Tadley Ct., Tadley Nr., Basingstoke, Hants.

Sept. 14-22. Brighton Int'l Exhibition and Trade Fair, Metropole Exhibition Hall. Lawson Organisation, Green Dragon House, 64 High St., Croydon CR9 2UH.

Oct. 1-4. Int'l Materials Management Exhibition, Metropole Exhibition Hall. Mack-Brooks Exhibitions Ltd., 62/64 Victoria St., St. Albans, AL1 3X2, Herts.

Oct. 15-17. INTERNEPCON/UK, Hotel Metropole. Kiver Communications Ltd., 149-155 Ewell Rd., Surbiton, Surrey.

Farnborough

Sept. 2-8. Int'l Air Show. Society of British Aerospace Companies, 29 King St., St. James's, London, SW1Y 6RD.

Harrogate

Jan. 12-17. Int'l Toy Fair, Exhibition Hall and Royal Hotel. Harrogate International Toy Fair Ltd., 8/9 Upper St., Islington, London, N1 OPP.

May 15-17. Int'l Industrial Safety Trade Exhibition, Exhibition Hall. Royal Society for the Prevention of Accidents, Royal Oak Center, Brighton Rd., Purley, Surrey CR2 2UR.

Oct. 30-Nov. 2. Int'l Shoe Machinery Exhibition — BBSE/ISMEX, Exhibition Halls. Shoe and Leather News (Exhibitions) Ltd., 84/88 Great Eastern St., London, EC2P 2DJ.

Kingston-Upon-Hull

July 10-13. BMA Annual Conference Exhibition. M. B. Cozens, British Medical Assn., BMA House, Tavistock Square, London WC1H 9JR.

London

July 10-13. BMA Annual Conference Ex-National Boat Shows Ltd., 31 Great Queen St., London, WC2B 5AD.

Jan. 5-12. Int'l Racing and Sporting Motorcycle Show, Horticultural Halls. Herbert Daniel (Holdings) Ltd., 19 Compton Ter., London, N.1.

Jan. 9-17. HOTELYMPIA—Int'l Hotel & Catering Exhibition, Olympia. Industrial & Trade Fairs Ltd., Commonwealth House, New Oxford St., London, WC1A 1PB.

Jan. 16-18. Int'l Industrial Investment and Development Exhibition, Cunard Int'l Hotel. Target Exhibitions Ltd., 46 Glebe Way, West Wickham, Kent.

Jan. 20-24. Leathergoods, Luggage & Handbag Fair, Royal Horticultural Halls. British Leather Goods Manufacturers' Assn., 9 St. Thomas St., London, S.E.1.

Jan. 28-Feb. 1. Int'l Hardware Trades Fair, Olympia. Universal Exhibitions Ltd., P.O. Box 43, High Wycombe, Bucks.

MOSCOW WAS THE SITE—*This lively interlude was part of the action in the U.S. Exhibition at the Autoservis '73 Show in the Soviet Union.*

Feb. 3-10. Int'l Furniture Show, Earls Ct. R. W. Boardman (Exhibitions) Ltd., 8 Leicester St., Leicester Square, London, WC2H 7BN.

Feb. 5-10. Int'l New Homes Show, New Horticultural Hall. Homefinders (1915) Ltd., 10 East Rd., London, N.1.

Feb. 25- March 1. CARPEX—London Carpet and Floor Coverings Fair, Earls Court. Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford St., London, WC1A 1PB.

Feb. 25-March 1. IMBEX—Int'l Men's and Boys' Wear Exhibition, Earls Court. Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford St., London, WC1A, 1PB.

Feb. 26-28. ALTEX—Automatic Laboratory Techniques Exhibition, West Centre Hotel. Gerard Mann (Altex) Ltd., 1-3 Astoria Parade, London SW16 1PP.

March 21-14. SOUND 74—Int'l Public Address Equipment Exhibition, Bloomsbury Centre Hotel. Association of Public Address Engineers. PM Associates Ltd., 6 Conduit St., London, W1R 9TG.

March 20-27. ELECTREX—Int'l Electrical Exhibition, Earls Court. Electrical Engineers (A.S.E.E.) Exhibition Ltd., Wix Hill House, West Horsley, Surrey.

March 25-27. Int'l Coilwinding Exhibition, West Centre Hotel. Electromation Int., Cleveland House, 344a Holdenhurst Rd., Bournemouth, BH8 8BE.

March 25-28. Junior Fashion Fair, Horticultural Halls. National Children's Wear Assn., 40-42 Oxford St., London, W.1.

March 26-28. Children's and Teenage Fashion Fair, New Horticultural Hall. Teenage, Infants' and Girls' Fashion Fair Organisation, 81 Wimpole St., London, W1M 7DB.

March 26-29. Exhibition of Books for Schools, Central Hall. London Head Teachers Assn., 29 Cavendish Ave., New Malden, Surrey KT3 6QH.

Apr. 3-6. London Int'l Fashion Fair, Earls Ct., Brintex Exhibitions Ltd. 178-202 Gt Portland St. London W1N 6NH.

April 9-10. EIA Engineering Exhibition, Walthamstow Assembly Hall. Exhibition Secretary, EIA Southern Region, 3-7 Portman Square, London, W1H OAE.

April 22-26. Power and Control '74 Exhibition, Earls Court. Commercial Exhibitions and Publs. Ltd., Riverside House, Hough St., Woolwich, London, SE18 6LR.

April 22-26. IFSEC—Int'l Fire and Security Exhibition and Conference, Royal Lancaster Hotel. Victor Green Publications Ltd., 44 Bedford Row, London, WC1R 4BR.

April 22-26. HEVAC—Int'l Heating, Ventilating and Air Conditioning Exhibition, Olympia. Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford St., London WC1A 1PB.

April 22-26. Specibuild Exposition '74, Earls Court. Westbourne Exhibitions Ltd., Crown House, Morden, Surrey.

April 23-26. Materials Testing Exhibition, New Horticultural Hall. Non-Destructive Testing Society of Great Britain, Maidland House, Warrior St., Southend-on-Sea, Essex SS1 2JY.

May 2-3. Int'l Ship Painting and Corrosion Exhibition, Mayfair Hotel.

Executive Programmes and Services, 2 Sergison Rd., Haywards Heath, Sussex.

May 13-17. IEA—Int'l Instruments, Electronics and Automation Exhibition, Olympia. Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford St., London, WC1A 1PB.

May 14-24. Int'l Mechanical Handling Exhibition, Earls Court. Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford St., London, WC1A 1PB.

May 21-24. SECURITY—Business Security Congress and Exhibition, Grosvenor House. Business Equipment Trade Assn. 109 Kingsway, London, WC2B 6PU.

June 2-5. Leisure and Casual Textiles Exhibition, West Centre Hotel. Exhibition Managements Ltd., 159 Mortlake Rd., Kew, TW9 4AP, Surrey.

June 3-7. PAKEX—Int'l Packaging Exhibition. Olympia. Industrial and Trade Fair Ltd., Commonwealth House, New Oxford St., London, WC1A 1PB.

June 11-14. Int'l Hospital and Health Services Exhibition, Earls Court. Contemporary Exhibitions Ltd., 21 Park Square East, Regent's Park, London, N.W.1.

June 18-21. Microforum Int'l Exhibition, West Centre Hotel. Business Equipment Trade Assn., 109 Kingsway, London, WC2B 6PU.

June 23-27. Int'l Contract Furnishing and Interior Design Exhibition, Olympia. Westbourne Exhibitions Ltd., Crown House, London Rd., Morden, Surrey.

July 1-5. REHAB—Rehabilitation of the Disabled International Seminar and Exhibition, Central Hall. British Council for Rehabilitation of the Disabled, Tavistock House (Sth), Tavistock Square, London, WC1 9LB.

July 8-12. MICRO 74—Royal Microscopical Society Exhibition, West Centre Hotel. Royal Microscopical Society, Clarendon House, Cornmarket St., Oxford, OX1 3HA.

July 16-19. INTER NAVEX—Int'l Audio Visual Aids Conference and Exhibition, Olympia. National Committee for Audio-Visual Aids in Education, 33 Queen Anne St., London, W1M OAL.

Sept. 3-5. Bio-Medical Engineering Exhibition and Symposium, Imperial College. UTP Exhibitions Ltd.. 36-37 Furnival St., London EC4A 1JH.

Sept. 4-8. Int'l Ski Show, Old Horticultural Hall. Sports Presentations Int'l, Lower Dane, Hartlip, Kent.

Sept. 12-20. Metalworking '74 Exhibition, Olympia. R. W. Boardman (Exhibitions) Ltd., 8 Leicester St., Leicester Square, London, WC2H 7 BN.

Sept. 20-28. Int'l Commercial Motor Transport Exhibition, Earls Court. Society of Motor Manufacturers and Traders Ltd., Forbes House, Halkin St., London, S.W.1.

Sept. 23-27. Int'l Broadcasting Convention Exhibition, Grosvenor House. Institution of Electrical Engineers, Savoy Place, London, WC2R OBL.

Sept. 24-26. LABWARE — Laboratory Equipment Exhibition, West Centre Hotel. British Laboratory Ware Assn., 28 Worple Rd., London, S.W.19.

Sept. 29-Oct. 3. London Int'l Footwear Fair, Olympia. Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford St., London, WC1A 1PB.

Sept. 30-Oct. 3. Children's and Teenage Fashion Fair, Old and New Horticultural Halls. Teenage, Infants' and Girls' Fashion Fair Organisation, 81 Wimpole St., London, W1M 7DB.

Sept. 30-Oct. 3. Junior Fashion Fair, Horticultural Halls. National Children's Wear Assn., 40-42 Oxford St., London, W.1.

Oct. 3-6. Frozen Foods and Freezer Festival, West Centre Hotel. Eagle Exhibition Consultants, 16-17 Bride Lane, Fleet St., London, EC4Y 8EB.

Oct. 7-11. Offshore Int'l Exhibition, Olympia. Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford St., London, WC1A 1PB.

Oct. 15-18. Int'l Cleaning and Maintenance Exhibition, Olympia. Turret Press Ltd. (Exhibitions Div.), 886 High Rd., Finchley, London, N12 9SB.

Oct. 16-18. School Equipment Exhibition, New Horticultural Hall. E. F. Dibben, London Head Teachers Assn., 29 Cavendish Ave., New Maiden, Surrey.

Oct. 16-26. Int'l Motor Exhibition, Earls Court. Society of Motor Manufacturers and Traders Ltd.. Forbes House, Halkin St., London, S.W.1.

Oct. 27-31. DACTEX—Int'l Domestic and Commercial Textiles Exhibition, Olympia. Exhibition Managements Ltd., 159 Mortlake Rd., Kew TW9 4LP, Surrey.

Oct. 28-Nov. 2. International Audio Festival and Fair, Olympia. Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford St., London, WC1A 1PB.

Oct. 29-Nov. 1. European Engineering Components Exhibition, Olympia. Mack-Brooks Exhibitions Ltd., 62/64 Victoria St., St. Albans, AL1 3XT, Herts.

Oct. 29-Nov. 1. Int'l Diecasting and Metal Moulding Exhibition. Olympia. Mack-Brooks Exhibitions Ltd., 62/64 Victoria St., St. Albans, AL1 3XT, Herts.

Nov. 18-22. Public Works and Municipal Services Congress and Exhibition, Olympia. Brintex Exhibitions Ltd.. 178-202 Gt. Portland St., London, W1N 6NH.

Dec. 5-7. Meat Industry Exhbn., Olympia. Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford St., London, WC1A 1PB.

Manchester

Apr. 2-4. SPRINGPRESS—Int'l Exhibition of Spring Making Equipment and Materials. High St., Belle Vue. Lawson Organisation, Green Dragon House, High St., Croydon, Surrey CR9 2UH.

May 13-17. Garment Production Exhibition. Belle Vue. UTP Exhibitions Ltd., 36-37 Furnival St., London, EC4A 1JH.

New Malden

Sept. 10-12. Institute of Groundsmen's Int'l Exhibition of Machinery, Equipment, and Materials. ULA Grounds. Institute of Groundsmanship, 108a Chessington Rd., West Ewell, Surrey.

Norwich

Sept. 15-20. British Veterinary Assn. Congress and Exhibition, University of East Anglia. British Veterinary Assn., 7 Mansfield St., London, W1M OAT.

Southhampton

Apr. 8-11. CADEX—Computer-Aided Design Exhibition, University. Electronic Engineering Assn., Leicester House, 8 Leicester St., London, WC2H 7BN.

Stoke-on-Trent

Sept. 17-19. CERAMEX—Ceramic Plant, Machinery, and Materials Exhibition, Trentham Gardens. British Ceramic Plant and Machinery Manufacturers' Assn., P.O. Box 9, Sunbury, Middlesex.

Uxbridge

May 13-17. EURO-COMP—Computer Equipment Exhibition and Seminar, Brunel University. Business Equipment Trade Assn., 109 Kingsway, London, WC2B 6PU.

USSR

Kiev

June 12-21. KOZSHPROM-74, Equipment for Leather Processing and Leather Articles Production.

July 30-Aug. 8. MIASOMOLMASH-74, Equipment for Meat, Dairy Industry.

Minsk

May 22-31. KOMMOONALNAIA TEHNIKA-74, Municipal Services and Equipment for Secondary Raw Material Processing.

Moscow

Feb. 6-15. PODSHIPNIKI-74, Equipment for Bearing Production.

March 23-Apr. 4. SPORTOROOZSHIE-74, Sporting and Hunting Weapons, Cartridges and Equipment for their Production.

May 28-June 10. HEALTH '74. Biomedical Instrumentation and Hospital Equipment.

June 10-23. KORMOPROIZVODSTVO-74, Held in conjunction with the XII International Grassland Congress.

July 11-22. KRIMTEHNIKA-74, Techniques for Criminology.

Sept. 3-16. POLYMERY '74. Polymer Processing Equipment.

Oct. 8-20. POCHVOVEDENIE-74, Held in conjunction with the Xth International Soil Science Congress.

Riga

March 12-21. NAUCHPRIBOR-74, Scientific and Research Instruments.

U.S. firms interested in participating in any of the events listed should contact: Mr. Grigoriy A. Karpel, Deputy General Director, General Directorate of Foreign and Specialized Exhibitions in the USSR, Administration for International and Foreign Exhibitions in the USSR, USSR Chamber of Commerce and Industry, Sokolmicheskiy Val, 1a Moscow 107232, U.S.S.R.

Venezuela

Caracas

Apr. 15-May 15. International Education Fair. Exposition Pavillion, Plaza Vene-

zuela. VENEXPO-Comision Organizadora de Ferias, Exposiciones y otros Eventos, Caracas.

Yugoslavia

Belgrade

March 11-17. 8th International Commercial Exhibition of Textile and Footwear.

Apr. 15-21. 13th International Automotive Salon.

May 13-19. 18th International Technical Fair, 9th International Chemical Industry Fair, 4th International Foundry Exhibition, International Exhibition "Constructions 74."

Sept. 16-21. Savropak-International Packing Exhibition.

Oct. 7-13. 15th International Clothing Fair "Fashions in the World."

Oct. 28-Nov. 3. 5th International Exhibition of Modern Education Equipment, 3rd International Work Safety and Environmental Protection Exhibition "Protection 74," 19th International Book Fair.

Nov. 18-24. 12th International Furniture, Fixtures and Interior Decoration Fair.

For details on all fairs above write: Beogradski Sajam, Bulevar vojvode Misica 14, 11000 Geograd.

Budva

May 20-30. 3rd Yukoslav Show: Tourism and Food; 3rd Yugoslav Show: Interior Decoration.

June 24-July 3. 4th Int'l Tourism Bazaar, 5th Int'l Children Fair.

July 15-25. 4th Int'l Tourism Fair: Novelties and Consumer Goods.

Aug. 5-15. 7th Int'l Tourism Show and Fair.

Aug. 24-30. 4th Int'l Nautical Salon, 3rd Salon of Apparatus for Catering, Tourism, and Households.

For details on any of the fairs above write: Jadranski Sajam, 81310 Budva.

Ljubljana

Feb. 25-March 2. "Fashions 74" 19th Fair of Apparel, Fashion Fabrics, Knitwear, Leather, and Miscellaneous Fashion Items.

March 18-23. "Jutro 74" 5th Int'l Exhibition of Tourist and Hotel/Restaurant Equipment, Packaging Machinery and Equipment, Transportation and Warehousing Equipment.

Apr. 5-14. "Alpe-Adria 74" 13th Int'l Consumer Goods, Tools, Crafts Equipment, 'Do-It-Yourself,' Sports and Tourist, Agricultural Equipment Exhibition.

May 28-30. "Seteks 74" Business Fair of Textile Samples and Garment Industry Items for Spring-Summer 1975.

June 10-15. "Wood Fair 74"—11th Int'l Fair of Woodworking Machinery, Equipment, Tools, and Semi-finished Products.

Aug. 30-Sept. 8. "Wine 74" 20th Int'l Wine, Liquors, Juices and Equipment.

Sept. 20-24. "Horticulture 74" Garden-Orchard Show 'Flowers and Fruits.'

Oct. 8-12. "Electronics 74"—21st Int'l Exhibition of Electronics, Telecommunication, Automation, Electronic Equipment, EDP Equipment, and Nuclear Technique.

Dec. 4-10. "Ski-Expo 74" Selling Exhibit of Winter Sports and Tourist Equipment.

For details on any of the fairs above write: Gospodarsko Razstavisce, Titova cesta 50, 61000 Ljubljana.

Kranj

Apr. 12-21. 13th Int'l Spring Agricultural Fair.

May 27-31. 2nd Fair of Protection and Security Equipment.

Aug. 9-19. 24th Int'l Fair of Province Gorenjska.

Oct. 11-20. 7th Int'l Crafts Equipment Fair.

For details on any of the fairs above write: Gorenjsi Sejem, Staneta Zagarja 27, 64000 Kranj.

Leskovac

June 2-9. 22nd Int'l Textile Materials and Textile Machinery Fair. Medjunarodni Sajam Tekstila, 1 Tekstilnih Masina, Koste Stamenkovica 5, 16000 Leskovac.

Novi Sad

May 10-19. 41st Int'l Agricultural Fair.

June 8-16. Int'l Fair of Hunting, Fishing, and Sporting Equipment.

Sept. 21-29. Int'l Fall Novi Sad Fair.

For details on any of the fairs above write: Novosadski Sajam, Hajduk Veljkova 11, 21000 Novi Sad.

Sarajevo

March 2-8. 4th Int'l Fair "Flowers-Ladies-Beauty."

March 15-20. 5th Int'l Fair of Tourism and Sports.

May 17-22. First Int'l Children Fair "1000 Joys."

Oct. 11-16. 5th Int'l Fair of Sliwowitz, Liquor, Juices, Beer, and Mineral Water.

Nov. 8-13. 3rd Int'l Plastics and Elastomers Fair.

For details on any of the fairs above write: Skenderija Centar, Mice Sokolovica bb, 71000 Sarajevo.

Skopje

Oct. 3-9. 15th Int'l Tobacco and Machinery Fair, 3rd Agricultural Exhibition. Skopski Saem, Fah 356, 91001 Skopje.

Subotica

Apr. 20-27. 3rd Panonia Fair—Fair of Consumer Goods Samples in Border Trade Hungary/Yugoslavia.

June 1-9. 5th Int'l Fair of Goldsmithing, Timepieces and Equipment.

Oct. 5-12. 17th Int'l Fair of Crafts and Folkcrafts.

For details on any of the fairs above write: Medjunarodni Sajam Subotica, Aleja Marsala Tita bb, 24000 Subotica.

Zagreb

Feb. 25-March 2. 23rd Int'l Week of Leather and Footwear.

Apr. 22-28. International Spring Fair Consumer Goods, 14th Int'l Food Fair, Int'l Furniture and Wood Industry Fair, Int'l Textile Industry Fair, 16th Int'l Crafts Fair, "Modernpak" 6th Packaging Fair, 5th Int'l Mining Fair, "Interprotes" 3rd Int'l Civil Protection Exhibition, 7th Int'l Construction Fair, 5th Int'l Trade and Scientific Literature Exhibition.

May 20-25. 6th Int'l Welding Fair, "Anticorosion" 2nd Int'l Exhibition of Material Protection and Industrial Finish.

Sept. 12-22. International Fall Fair.

Oct. 21-26. "Interbiro 74" 6th Int'l Exhibition of Data Processing and Office Equipment.

Nov. 6-8. "Kutex" International Commercial Textile Contracting.

Nov. 18-23. "Tu-ex 74" Int'l Exhibition of Tourism and Hotel/Restaurant Equipment, "Sportex 74" Int'l Sports and Recreation Equipment Fair, "Internautika 74" Int'l Nautical Salon.

For details on any of the fairs above write: Zagrebacki Velesajam, Aleja Borisa Kidrica 2, 41000 Zagreb.

Zambia

Ndola

June 27-July 2. Zambia Trade Fair, Heavy Industry Sites, Ndola. Zambia Industrial and Commercial Show Society, and Zambian Ministry of Trade, P.O. Box 058, Ndola. Annual.

Lusaka

Aug. 9-12. Zambia Agricultural and Commercial Show, Lusaka Showgrounds. Agricultural and Commercial Society of Zambia, P.O. Box 333, Lusaka. Annual.

Show Calendar

An "Overseas Trade Promotion Calendar" that lists the U.S. Commercial Exhibitions held at a number of the trade fairs described in these pages is available from the U.S. Department of Commerce.

The Calendar, updated quarterly for a year forward, has information on such U.S. exhibitions and also on U.S. Solo Exhibitions, U.S. Trade Center shows, trade missions and other overseas promotional activities sponsored by the Department.

Copies of the Calendar are available free from Floyd Lankton, Office of Export Development, Bureau of International Commerce, Room 4002, U.S. Dept. of Commerce, Washington, D.C. 20230, or from any Commerce Department District Office.

More Than 200 Trade Fairs In U.S., 1974-75, Accept Variety Of Goods

For U.S. businessmen interested in expanding exports through participation in exhibitions held in this country, more than 200 U.S. industry expositions and trade shows for 1974-75 are listed below, by date, name, location, and fair management address.

The list includes only those fairs whose managements have indicated to the Commerce Department an interest in foreign exhibitors and/or foreign visitors. Information is taken from the latest data available to Commerce. The Department cannot assume responsibility for accuracy of dates or the outcome of any transactions with the fair managements.

For further information on future exhibitions in the United States, write to: United States Expositions Staff, Room 4845, U.S. Department of Commerce, Washington, D.C. 20230.

February 1974

3-5. New Orleans Gift, Jewelry & Decorative Show. Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago, Ill. 60603.

3-6. Hobby Industry Trade Show, Chicago. 200 5th Ave., Suite 1605, New York, N.Y. 10010.

4-7. Int'l Air-Conditioning, Heating, Refrigeration Exposition, Los Angeles. Int'l Exposition Co. 200 Park Ave., New York, N.Y. 10017.

4-10. World Congress For Housing, Tulsa Great Plains Mobile Housing Institute, 4850 E. 50th St., Suite 60, Tulsa, Okla. 74135.

11-13. Int'l Security Conference (West) Los Angeles. 2639 S. La Cienega, Los Angeles, Calif. 90034.

10-14. National Sporting Goods Assn. Show, Chicago. 717 N. Michigan Ave., Chicago, Ill. 60611.

13-16. National Farm Machinery Show, Louisville. P.O. Box 21179, Louisville, Ky. 40221.

16-20. National Precast Concrete Assn., Kansas City, Mo. 2201 E. 46th St., Indianapolis, Ind. 46205.

17-19. Int'l Cycle Show. New York City. Int'l Trade Shows, 545 5th Ave., New York, N.Y. 10017.

17-19. Int'l Toy Fair, New York City, Int'l Trade Shows, 45 5th Ave., New York, N.Y. 10017.

17-22. Dallas Trade Mart Gift, Jewelry, Housewares Show, Dallas. 3000 Trade Mart, Dallas, Tex. 75207.

19-21. SME Southwestern Tool & Manufacturing Exposition & Engineering Conference, Dallas. 20501 Ford Rd., Dearborn, Mich. 48128.

22-27. Miami Int'l Boat Show, Miami Beach. 1570 Madruga Ave., Coral Gables, Fla. 33146.

24-March 1. New York Gift Show, New York City. 220 5th Ave., New York, N.Y. 10001.

25-28. Exposition of Science & Industry, San Francisco. American Association for Advancement of Science, 1515 Mass. Ave., N.W., Washington, D.C. 20005.

25-March 1. SAE Automotive Engineering Exposition, Detroit. Society of Automotive Engineers, 2 Penn Plaza, New York, N.Y. 10001.

26-28. NEPCON/West & Int'l Microelectronics / Semiconductor Exhibition, Anaheim. ISCM, Inc. 222 W. Adams St., Chicago, Ill. 60606.

March 1974

2-10. New Orleans Int'l Boat Show. Pace Management Corp., 3003 E. Alabama, Houston, Tex. 77006.

4-8. Conference of Analytical Chemistry & Applied Spectroscopy, Cleveland. Robert Mainier, Koppers Co., 440 College Park Drive, Monroeville, Pa. 15146.

11-15. Western Metal & Tool Exposition & Conference, Los Angeles. American Society for Metals, Metals Park, Ohio. 44073.

15-17. National Automatic Merchandising Assn., Los Angeles. 7 S. Dearborn St., Chicago, Ill. 60603.

17-21 Boston Gift Show. Little Bros. Shows, Inc. 220 5th Ave., New York, N.Y. 10001.

17-22. National Convention of Assns. for Educational Communication & Technology, Atlantic City. 1201 16th St., N.W., Washington, D.C. 20036.

18-21. National Plant Engineering & Maintenance Show, Cleveland. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017.

19-24. Texas National Sports, Camping, Vacation Show, Houston. Double C Productions. 6300 West Park Dr., Suite 430, Houston, Tex. 77027.

20-22. Int'l Trucking Show, San Francisco. 1240 Bayshore Highway, Burlingame, Calif. 94010.

22-24. Int'l Stamp Exhibit (Interpex), New York City. Industrial Exhibitions, 251 W. 57th St., New York, N.Y. 10019.

24-27. Philadelphia Gift Show. Little Bros. Shows, 220 5th Ave., New York, N.Y. 10001.

26-29. IEEE Int'l Convention and Exihibition (CSC) New York City, IEEE, 3600 Wilshire Blvd., Los Angeles, Calif. 90010.

28-30. National Office Products Convention and Exhibition. Los Angeles. NOPA, 1500 Wilson Blvd., Arlington, Va. 22209.

28-31. Int'l Fabricare Institute. New Orleans. P.O. Box 940, Joliet, Ill. 60434.

April 1974

1-3. American Assn. of Petroleum Geologist. San Antonio. Box 979, 1444 S. Boulder, Tulsa, Okla. 74101.

1-4. Design Engineering Show, Chicago. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017.

17-18. NEPCON/Southwest, Dallas. ISCM, Inc. 222 W. Adams St., Chicago, Ill. 60606.

19-26. Southern Furniture Market Show, High Point. P.O. Box 828, High Point, N.C. 27261.

22-25. National Packaging Exposition, New York City. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017.

28-May 1. Dallas Toy Show. 3000 Trade Mart, Dallas, Tex. 75207.

29-May 3. Int'l Tool & Manufacturing Exposition & Engineering Congress, Philadelphia. Society of Manufacturing Engineers, 20501 Ford Rd., Dearborn, Mich. 48128.

May 1974

1-Oct. 31. Spokane World Exposition, Box 1974, Spokane, Wash. 99210.

5-8. Offshore Technology Conference, Houston. 6300 N. Central Expressway, Dallas, Tex. 75206.

5-8. Super Market Institute, Dallas. 200 E. Ontario St., Chicago, Ill. 60611.

6-10. National Computer Conference & Exposition, Chicago. AFIPS 210 Summit Ave., Montvale, N.J. 07645.

7-10. National Microfilm Assn., Boston. NMA, 8728 Colesville Rd., Suite 1101, Silver Spring, Md. 20910.

8-9. NEPCON/Southeast, Orlando. ISCM, Inc., 222 W. Adams St., Chicago, Ill. 60606.

14-16. Int'l Leather Goods Show, New York City. Int'l. Trade Shows, 545 5th Ave., New York, N.Y. 10017.

14-16. Electro Optical Systems Design, West, Anaheim. Industrial Science Management, 222 W. Adams St., Chicago, Ill. 60606.

18-22. National Restaurant Convention & Educational Exposition, Chicago. NRA, 1530 N. Lake Shore Dr., Chicago, Ill. 60610.

19-22. Int'l Security Conference, Chicago. 2639 S. La Cienega, Los Angeles, Calif. 90034.

19-22. New York Stationery Show. George Little Management, Inc. 220 5th Ave., New York, N.Y. 10001.

20-23. National Materials Handling Show, Detroit. 1326 Freeport Rd., Pittsburgh, Pa. 15238.

21-23. American Surface Finishing Conference & Exposition (Amsurf), Cleveland. SME, 20501 Ford Rd., Dearborn, Mich. 48128.

21-23. Pollution Engineering Equipment Exposition and Conference, Chicago. Conference and Exposition Management Co., Inc., 34 W. Putnam Ave., Greenwich, Conn. 06830.

26-June 1. Prestressed Concrete Institute, New York City. 20 No. Wacker Dr., Chicago, Ill. 60606.

June 1974

4-6. TEXPO '74. New York. Ronald Segal, 1110 Shop Rd., Columbia, S.C. 29202.

9-12. Air Pollution Control Assn., Denver. 4400 5th Ave., Pittsburgh, Pa. 15213.

9-12. Consumer Electronics Show, Chicago. Charles Snitow Organization Inc., 331 Madison Ave., New York, N.Y. 10017.

10-14. Int'l Electric Industry Show, New York City. 331 Madison Ave., New York, N.Y. 10017.

11-13. Building Maintenance & Modernization Exhibition, Chicago. ISCM, Inc., 222 West Adams St., Chicago, Ill. 60606.

16-21. Home Furnishing Show, Chicago. 666 Lake Shore Dr., Chicago, Ill. 60611.

16-21. Chicago Home Furnishings Mar-

ket, Chicago. 666 Lake Shore Dr., Chicago, Ill. 60611.

18-20. NEPCON/National Electronic Packaging & Production Conference, New York City. ISCM, Inc., 222 W. Adams St., Chicago, Ill. 60606.

18-20. Computer Systems Design, New York City. ISCM, Inc., 222 West Adams St., Chicago, Ill. 60606.

18-20. Int'l Truck Equipment Exposition, Chicago. 2 Pennsylvania Plaza, New York, N.Y. 10001.

July 1974

8-11. Southern Furniture Market Show, High Point. P.O. Box 828, High Point, N.C. 27261.

15-19. National Housewares Show, Chicago. 1130 Merchants Mart, Chicago, Ill. 60654.

21-24. New Orleans Gift, Jewelry & Decorative Show. Helen Brett Enterprise, Inc., 6 E. Monroe St., Chicago, Ill. 60603.

21-24. National Fancy Food & Confection Show, New York City. Charles Snitow Organization, Inc., 331 Madison Ave., New York, N.Y. 10017.

22-24. Western Packaging Show, San Francisco. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017.

28-31. National Jewelry Trade Show, New York City. 1025 Vermont Ave., N.W., Washington, D.C. 20005.

August 1974

4-7. American Society of Assn. Executives, New York City. 2011 Eye St., N.W., Washington, D.C. 20006.

4-8. Int'l Exposition of Professional Photography, Los Angeles. Martin C. Dwyer, Inc., 400 N. Michigan, Chicago, Ill. 60611.

11-16. World Poultry Congress, New Orleans. P.O. 17413, Dulles Int'l Airport, Washington, D.C. 20041.

12-15. American Health Congress, Chicago. 840 N. Lake Shore Dr., Chicago, Ill. 60611.

26-29. National Hardware Show, New York City. Charles Snitow Organization, Inc., 331 Madison Ave., New York, N.Y. 10017.

September 1974

3-13. Int'l Machine Tool Show, Chicago. National Machine Tool Builders Assn., 7901 Westpark Dr., McLean, Va. 22101.

7-11. National Tire Dealers & Retreaders Assn., New Orleans. 1343 L St., N.W., Washington, D.C. 20005.

9-12. American Management Assn. INFO '74, New York City. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017.

9-12. Int'l Pollution Engineering Exposition, Chicago. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017.

10-12. Electro Optics, New York City. ISCM, 222 W. Adams St., Chicago, Ill. 60606.

10-12. National Coin-op Convention & Exhibition, Las Vegas. 7 S. Dearborn St., Chicago, Ill. 60603.

11-13. Bobbin Show, Dallas. P.O. Box 527, 1110 Shop Rd., Columbia, S.C. 29202.

17-19. American Society for Industrial Security, Las Vegas. 2000 K St., N.W., Washington, D.C. 20006.

17-19. Powder Coating Conference & Exposition, Cincinnati. SME, 20501 Ford Rd., Dearborn, Mich. 48128.

17-20. Western Electronic Show, Convention (WESCON), Los Angeles. 3600 Wilshire Blvd., Suite 1920, Los Angeles, Calif. 90005.

20-29. State Fair of Oklahoma, Oklahoma City. 500 N. Land Rush St., Oklahoma City, Okla. 73107.

21-23. Int'l Woodworking & Machinery Furniture Supply Fair, Louisville. 666 Lake Shore Dr., Chicago, Ill. 60611.

24-27. Philadelphia Gift Show, Little Bros. Shows, 220 5th Ave., New York, N.Y. 10001.

22-25. Int'l Security Conference, New York City. 2639 S. La Cienega, Los Angeles, Calif. 90034.

22-25. National Builders Hardware Exposition, Chicago. 1290 Avenue of the Americas, New York, N.Y. 10019.

30-Oct. 3. National Safety Congress, Chicago. 425 N. Michigan Ave., Chicago, Ill. 60611.

October 1974

1-3. NEPCON/Central, Arlington Heights, Ill. ISCM, Inc., 222 W. Adams St., Chicago, Ill. 60606.

1-4. National Assn. of Printers & Lithographers, Los Angeles. 230 W. 41st St., New York, N.Y. 10036.

5-20. State Fair of Texas, Dallas. P.O. Box 26010, Dallas, Tex. 75226.

6-11. Water Pollution Control Federation, Denver. 3900 Wisconsin Ave., N.W., Washington, D.C. 20016.

7-9. National Electronics Conference, Chicago. 1121 W. 22nd St., Suite 2, Oak Brock, Ill. 60521.

7-10. Packaging/Converting Machinery Show, Chicago. PMMI, 2000 K St., N.W., Washington, D.C. 20006.

12-20. Greater New York Automobile Show, New York City. Charles Snitow Organization, Inc. 331 Madison Ave., New York, N.Y. 10017.

13-17. Chicago Home Furnishings Market. 666 Lake Shore Dr., Chicago, Ill. 60611.

17-20. National Automatic Merchandising Assn., Chicago. 7 So. Dearborn St., Chicago, Ill. 60603.

18-25. Southern Furniture Market Show, High Point. P.O. Box 828, High Point, N.C. 27261.

20-24. Food & Dairy Exposition, Dallas. 5530 Wisconsin Ave., N.W., Washington, D.C. 20015.

21-24. Metal Show & Materials Engineering Congress, Detroit. American Society for Metals, Metals Park, Ohio 44073.

21-25. ITEX-74—Int'l Textile Exposition, Greenville. P.O. Box 5823, Greenville, S.C. 29606.

27-30. National Frozen Food Convention & Exposition, New York City. 6750 Old York Rd., Philadelphia, Pa. 19126.

28-31. ISA Instrument Automation Conference & Exhibition. New York City. 400 Stanwix St., Pittsburgh, Pa. 15222.

28-31. National Electric Contractors Exposition, San Francisco. 7315 Wisconsin Ave., N.W., Washington, D.C.

29-31. Automotive Parts & Accessories, Chicago. Hall Erickson, Inc., 7237 Lake St., River Forest, Ill. 60305.

29-31. NEPCON/New England, Boston. ISCM, Inc. 222 W. Adams St., Chicago, Ill. 60606.

29-Nov. 1. Business Equipment Exposition, Los Angeles. Prestige Expositions Inc., 60 E. 42nd St., New York, N.Y. 10017.

30-Nov. 2. National Office Products Convention & Exhibition, Chicago. 1500 Wilson Blvd., Arlington, Va. 22209.

November 1974

5-7. INTERPIPE, Houston. 7007 Gulf Freeway, Suite 207, Houston, Tex. 77017.

6-8. Int'l Screen Printing Exhibition, Cincinnati. 150 S. Washington St., Falls Church, Va. 22046.

8-10. National Decorating Products Show, Chicago. 2101 S. Brentwood Blvd., St. Louis, Mo. 63144.

10-14. Society of Exploration Geophysicists, Dallas. 3707 51st St., Tulsa, Okla. 74135.

11-14. National Hotel Motel Educational Exposition, New York City. 141 W. 51st St., New York, N.Y. 10019.

11-14. National Die Casting Exposition & Congress, Cleveland. 1601 W. Lafayette, Detroit, Mich. 48216.

13-16. National Printing Equipment Show, Chicago. 230 N. 41st St., New York, N.Y. 10036.

16-25. Int'l Graphic Arts Exposition, Chicago. 230 W. 41st St., New York, N.Y. 10036.

17-21. Nuclear World, Washington, D.C. Atomic Industrial Forum, 475 Park Ave., S., New York, N.Y. 10016.

18-20. Int'l Soft Drink Industry Exposition, Atlantic City. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017.

December 1974

3-7. Int'l Agricultural Aviation Conference, Las Vegas. Suite 808, 1101 17th St., N.W., Washington, D.C. 20036.

10-13. Industrialized Bldg. Exposition & Congress, Chicago. Charles Snitow Organization, Inc., 331 Madison Ave., New York, N.Y. 10017.

January 1975

5-10. Chicago Home Furnishings Market, 666 Lake Shore Dr., Chicago, Ill. 60611.

5-10. Int'l Home Furnishings Show, Chicago. Merchandise Mart, Chicago, Ill. 60654.

12-15. Southern Jewelry Show, Atlanta. Candler Bldg., Atlanta, Ga. 30303.

12-17. Southwest Furniture Market, Dallas. 4313 N. Central Expressway, Dallas, Tex. 75205.

12-17. National Furniture Mart—Home Furnishing Show, New York City. 205-215 Lexington Ave., New York, N.Y. 10016.

13-16. Southern Furniture Market Show, High Point. P.O. Box 828, High Point, N.C. 27261.

13-17. National Housewares Exhibition, Chicago. 1130 Merchandise Mart, Chicago, Ill. 60654.

14-16. National Industrial Equipment Exposition, Los Angeles. Technical Industries Exposition, 34 W. Putnam Ave., Greenwich, Conn. 06830.

18-22. National Automobile Dealers Equipment Exhibition. San Francisco. 2000 K St., N.W., Washington, D.C. 20006.

19-22. Hobby Industry Trade Show, Chicago. 200 5th Ave., Suite 1605, New York, N.Y. 10010.

19-23. National Assn. of Home Builders Show, Dallas. 1625 L St., N.W., Washington, D.C. 20036.

19-25. California Gift Show, Los Angeles. Trade Shows Ltd., 3510 Council St., Los Angeles, Calif. 90004.

22-26. National Swimming Pool Institute Exposition, Las Vegas. 2000 K St., N.W., Washington, D.C. 20006.

23-25. National Sporting Goods Assn. Convention & Show, Houston. NSGA, 717 No. Michigan Ave., Chicago, Ill. 60611.

26-29. National Exposition for Food Processors and National Canners Association Annual Convention, Chicago. 7758 Wisconsin Ave., Washington, D.C. 20014.

26-30. Int'l Air Conditioning, Heating & Refrigerating Exposition, Atlantic City. Int'l Expositions Co., 200 Park Ave., New York, N.Y. 10017.

February 1975

2-4. New Orleans Gift, Jewelry & Decorative Show. Helen Brett Enterprises, Inc. 6 E. Monroe St., Chicago, Ill. 60603.

2-5. National Jewelers Trade Show, New York City. 1025 Vermont Ave., N.W., Washington, D.C. 20005.

2-5. Concrete Industries Exposition, New Orleans. Martin C. Dwyer Expositions, 400 N. Michigan Ave., Chicago, Ill. 60611.

3-9. World Congress of Housing, Tulsa. 4580 E. 50th St., Suite 60, Tulsa, Okla. 74135.

9-14. CONEXPO—Construction Equipment Exposition & Road Show, Chicago. Martin C. Dwyer Exposition Management, 400 N. Michigan Ave., Chicago, Ill. 60611.

11-13. NEPCON/West Anaheim. ISM, 222 W. Adams St., Chicago, Ill. 60606.

12-15. National Farm Machinery Show, Louisville. Box 21179, Fair Exposition Center, Louisville, Ky. 40221.

24-26. Pulp & Paper Industry Exhibition, New York City. National Expositions Co., 14 W. 40th St., New York, N.Y. 10018.

March 1975

1-9. New Orleans Int'l Boat Show. Pace Management Corp., 3003 E. Alabama, Houston, Tex. 77006.

2-6. Int'l Gas Turbine Products Show, Houston. John W. Sawyer, 4519 18th St., Arlington, Va. 22207.

3-7. Conference on Analytical Chemistry & Applied Spectroscopy, Cleveland. Robert Mainier. Koppers Co., 440 College Park Dr., Monroeville, Pa. 15146.

7-12. Int'l Beauty Show, New York City. General Manager, 100 Park Ave., New York, N.Y. 10017.

9-14. National Convention of Assn. for Educational Communications & Technology, Dallas. 1201 16th St., N.W., Washington, D.C. 20036.

10-14. Western Metal Tool Exposition, Los Angeles. American Society of Metals. Metals Park, Ohio 44073.

10-16. Int'l Fabricare Institute, Atlantic City. General Manager, 909 Burlington Ave., Silver Spring, Md. 20910.

11-12. Triumph Agriculture Farm Machinery Show, Omaha. Mid-America Expositions, 666 Omaha Bldg., Omaha, Nebr. 68102.

12-14. Int'l Automotive Service Industries Show, Chicago. Hall Erickson Co., 7237 W. Lake St., River Forest, Ill. 60305.

17-20. National Plant Engineering Maintenance Show, Philadelphia. Clapp & Poliak Inc., 245 Park Ave., New York, N.Y. 10017.

19-21. Int'l Trucking Show, Anaheim. 1240 Bayshore Highway, Burlingame, Calif. 94010.

24-27. IEEE Int'l Convention & Exhibition (INTERCON), New York City. Don Larson, Convention Director, 3600 Wilshire Blvd., Suite 1920, Los Angeles, Calif. 90005.

April 1975

7-9. American Assn. of Petroleum Geologists, Dallas. Box 979, 1444 So. Boulder, Tulsa, Okla. 74101.

7-11. SME Int'l Tool Exposition, Detroit. Society of Manufacturing Engineers, 20501 Ford Rd., Dearborn, Mich. 48128.

8-11. National Microfilm Association Convention & Exhibition, Anaheim. Suite 1101, 8728 Colesville Road, Silver Spring, Md. 20910.

15-17. Material Handling Institute Show, Atlanta. Shea Management Inc., 1326 Freeport Rd., Pittsburgh, Pa. 15238.

15-17. New England Hotel-Motel Restaurant Exposition, Boston. Exposition Director, 131 Clarendon St., Boston, Mass. 02116.

18-25. Southern Furniture Market Show, High Point. P.O. Box 828, High Point, N.C. 27261.

21-24. Design Engineering Conference & Show, New York City. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017.

22-24. Computer Designers Conference & Exhibition, Philadelphia. ISM, 222 W. Adams St., Chicago, Ill. 60606.

27-May 2. Knitting Arts Exhibition, Atlantic City. Robert T. Kenworthy, Inc., 866 United Nations Plaza, New York, N.Y. 10017.

May 1975

3-7. National Liquefied Petroleum Gas Assn. Convention & Exhibition, Chicago. 79 W. Monroe St., Chicago, Ill. 60603.

4-7. Society of Petroleum Engineers Offshore Technology Conference, Houston. 6200 N. Central Expressway, Dallas, Tex. 75206.

4-7. Super Market Institute, Dallas. Convention Mgr., 200 E. Ontario St., Chicago, Ill. 60611.

5-8. National Packaging Exposition, Chicago. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017.

13-15. Electro Optical Systems Design, West, Anaheim. ISM, 222 W. Adams St., Chicago, Ill. 60606.

18-21. National Restaurant Convention & Educational Exposition, Chicago. 1530 N. Lake Shore Dr., Chicago, Ill. 60610.

June 1975

14-18. National Plumbing, Heating & Cooling Exposition, Atlanta. 1016 20th St., N.W., Washington, D.C. 20036.

15-19. Air Pollution Control Assn. Exhibition, Boston. Exhibit Manager, 4400 5th Ave., Pittsburgh, Pa. 15213.

15-20. American Furniture Mart—Int'l Home Furnishing Show, Chicago. 666 Lake Shore Dr., Chicago, Ill. 60611.

15-20. Chicago Home Furnishing Show. 666 Lake Shore Dr., Chicago, Ill. 60611.

22-27. National Furniture Mart & Home Furnishing Mart Show, New York City. 205-215 Lexington Ave., New York, N.Y. 10016.

July 1975

6-11. Southwest Furniture Market Show, Dallas. 4313 N. Central Expressway, Dallas, Tex. 75205.

7-10. Southern Furniture Market Show, High Point. P.O. Box 828, High Point, N.C. 27261.

14-18. National Housewares Exhibition, Chicago. 1130 Merchandise Mart, Chicago, Ill. 60654.

27-30. National Jewelers Trade Show, New York City. 1025 Vermont Ave., N.W., Washington, D.C. 20005.

August 1975

3-6. San Francisco Gift Show. Western Exhibitors, Inc., 1355 Market St., Space 223-A, San Francisco, Calif. 94103.

24-29. National Chemical Exposition, Chicago. 86 E. Randolph St., Chicago, Ill. 60601.

September 1975

9-12. National Assn. of Printers & Lithographers, Cincinnati. 230 W. 41st St., New York, N.Y. 10036.

16-19. Western Electronic Show & Convention (WESCON), San Francisco. 3600 Wilshire Blvd., Suite 1920, Los Angeles, Calif. 90005.

19-28. State Fair of Oklahoma, Oklahoma City. 500 N. Land Rush St., Oklahoma City, Okla. 73107.

21-24. American Public Works Assn., New Orleans. 1313 E. 60th St., Chicago, Ill. 60637.

26-Oct. 5. Tulsa State Fair. P.O. Box 4735, Tulsa, Okla. 74104.

28-Oct. 2. Prestressed Concrete Institute. Las Vegas. 20 N. Wacker Drive, Chicago, Ill. 60606.

29-Oct. 2. National Safety Congress, Chicago. 425 N. Michigan Ave., Chicago, Ill. 60611.

October 1975

4-8. National Tire Dealers & Retreaders Assn., Boston. 1343 L St., N.W., Washington, D.C. 20005.

5-10. Water Pollution Control Federation, Miami Beach. 3900 Wisconsin Ave., N.W., Washington, D.C. 20016.

12-16. Society of Exploration Geophysicists, Denver. 3707 51st St., Tulsa, Okla. 74135.

12-17. National Electric Contractors Exposition, New York City. 7315 Wisconsin Ave., N.W., Washington, D.C. 20014.

17-20. National Automatic Merchandising Assn., New Orleans. 7 So. Dearborn St., Chicago, Ill. 60603.

19-23. National Builders Hardware Exposition, Las Vegas. 1290 Ave. of Americas, New York, N.Y. 10019.

27-31. Business Equipment Exposition, New York City. Prestige Expositions, Inc., 60 E. 42nd St., New York, N.Y. 10017.

30-Nov. 1. Int'l Logging Equipment Show, Portland. Pacific Logging Congress, 217 American Bank Bldg., Portland, Ore. 97205.

November 1975

2-5. National Frozen Food Convention & Exposition, San Francisco. Box 69, Glendale, Pa. 19038.

4-6. INTERPIPE, Houston. 7007 Gulf Freeway, Suite 207. Houston, Tex. 77017.

10-13. National Hotel Motel Educational Exposition, New York City. 141 W. 51st St., New York, N.Y. 10019.

17-19. Int'l Soft Drink Industry Exposition, Dallas. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017.

Worldwide Business Services

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors overseas. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine.

The section that follows the list of commercial holidays abroad presents details about these commercial opportunities: licensing and joint venture proposals, opportunities to sell to foreign firms and government agencies and appoint agents, details on major construction and expansion projects, and notices of U.S. visits by foreign buyers.

U.S. Promotions Overseas

Geophysical Equipment. Frankfurt Trade Center. Feb. 11-14. Germany and surrounding European countries offer excellent opportunities for the sale of sophisticated geophysical equipment on the earth sciences, oceanography and meteorology. German participation in a growing number of international geophysical research programs requires application of the most advanced methods and equipment. U.S. manufacturers will have a unique opportunity to reach buyers. Call Charles Whitley, 202-967-4941.

Advanced Business Systems and Equipment Technical Sales Seminar to Austria, Hungary and the USSR. Feb. 11-27. Increased demands for automated business equipment and the need to improve existing standards of operation combine to make this area a lucrative market for the business machine industry. Items in demand include calculating and accounting machines, electronic computing equipment, bookkeeping and invoicing machines, duplicating and reproduction equipment, microfilming systems and related equipment. Call Mimi Austin, 202-967-3846.

Industrial & Commercial Security Equipment. Milan Trade Center. Feb. 19-23. At the request of exhibitors at the successful 1972 show this theme is being repeated. Recent research indicates that U.S. manufacturers of industrial and commercial security equipment will find Italy a ready market for their products. The Italians are ready for the more sophisticated American equipment and at present the market is estimated at $50 million. For information call Mara Yachnin, 202-967-4605.

Office Equipment and Business Machines. Tehran Trade Center. Feb. 23-27. GNP is growing at 13 percent per year in real terms and has sustained growth rates over 11 percent since 1964. With many new businesses and industrial plants opening in Iran, the need for modern office equipment is critical. The Iranians buy American. Our exports have doubled since 1970 to $650 million, and the United States is now the number one supplier to Iran. Call Michel Smith, 202-967-4652.

Orthotic and Prosthetic Devices (Joint Export Establishment Program—JEEP). Paris Trade Center. Feb. 25-27. France, with the fastest growing economy in Western Europe, is making substantial expenditures for health care, and a promising market exists for aids to the physically handicapped. This event is specifically designed for U.S. companies that are not now active in the French market. Contact Patrick Willis, U.S. Department of Commerce District Office, 238 West Wisconsin Ave., Milwaukee, Wis. 53203, telephone 414-224-3473.

Light Industrial Packaging Equipment. Beirut Trade Center. (JEEP). Feb. 25-March 1. Light industry in Lebanon has grown rapidly in recent years—industrial exports increased by about 25 percent in both 1971 and 1972—and has become increasingly diversified. More efficient packaging systems are in increased demand. Opportunities exist for direct sales and for establishing representation. Call Jackson B. Hearn, 202-967-5767.

Computers, Office and Business Machines and Supplies Catalog Exhibition to Ankara and Istanbul. February 26-March 6. Turkey's economy is growing at an average annual rate of 7 percent, with industrial growth pacing the economy at a 12 percent rate. A wide variety of business equipment is needed, ranging from typewriters to electronic computers. The Turkish Government is supporting imports of business equipment through specific authorizations of foreign exchange. Call Robert E. Peterson, 202-967-3973.

Port and Industrial Zone Equipment and Services Trade Mission to Portugal, Spain and France. Feb. 27-March 8. Materials handling, supply and repair equipment, and engineering services are needed at major ports—Lisbon, Barcelona and Le Havre—in addition to other industrial zones in the countries. Visits are planned to the worlds' largest drydock, the largest industrial zone in Spain, and Europe's fourth leading port at Le Havre. To reserve space on this mission, call Fred Crosley, 202-967-3746.

USAQUIP '74 — Agricultural, Building, and Construction Equipment and Products. Indonesia. March 4-9. This show is aimed at taking advantage of economic developments currently under way under the government's Five-Year Plan. U.S. equipment for construction and agriculture already enjoys an excellent reputation in this growing market. A good opportunity to introduce a new product line, reinforce present sales positions, look for an agent or distributor, or merely sample the market. Call Gus Duda, 202-967-5545.

Electric Power Trade Mission to India and Pakistan. March 4-21. American firms selling a product or service in the electric power generation or power transmission and distribution field should find an excellent market in these two countries. Pakistan plans to import $300 million worth of electric power generation and related equipment between July 1973 and July 1976. India's total outlay proposed for power in the Fifth Plan is $7.7 million. Call E. Lee Carteron, 202-967-2973.

Food Processing and Packaging Equipment Catalog Exhibition. Hong Kong, Malaysia and Thailand. March 4-22. Both Thailand and Malaysia are agriculturally-oriented countries with high growth rates in food production. The Thai and Malaysian Governments back agricultural expansion programs. The demand for high quality food processing and packaging equipment is increasing rapidly, creating a very favorable market for U.S. products. Call Robert E. Peterson, 202-967-3973.

Instruments for Physical and Chemical Measurements. U.S. Trade Center for Scandinavia in Stockholm. March 11-15. The Nordic import market for these selected instruments was about $180 million in 1972, an increase of 14 percent over 1971 and 41 percent over 1968, and is expected to continue its rapid expansion for the next several years. Currently, U.S. suppliers provide more than 20 percent of this market, or some $36 million worth. The U.S. share of the electro-optical instrument market in Sweden and Denmark alone rose 500 percent between 1968 and 1972. Call Edward Leslie, 202-967-4461.

Electronic Production & Test Equipment Exhibition. Milan Trade Center. March 12-16. During 1972 the Italian electronics industry is estimated to have produced $800 million worth of electronic equipment and all trends point to substantial increases through this decade. In the past, most manufacturing processes in the Italian electronics industry were manual and automated systems were restricted to a few large manufacturers. Now, with recent wage increases and constant labor demands for higher wage rates the industry is investing heavily in automated electronic production and test equipment. Call Samuel S. Spaulding, 202-967-4508.

Fishing and Fish Processing Equipment Catalog Exhibition to Montevideo, Uruguay and Mar del Plata, Argentina. March 12-22. Product lines in fish processing equipment will be featured, as both countries are embarked on programs to rapidly expand exports of fishing industries. Call Robert E. Peterson, 202-967-3973.

Printing, Packaging and Bottling Equip-

ment — GRAPHISPACK '74. Barcelona. March 15-24. This major fair is an excellent means for penetrating the growing market for printing, packaging, and bottling equipment. Spain's rapid industrial growth and rising per capita incomes are bringing about increased consumption of packaging products and printed materials. The resulting demand for advanced machinery by the printing and packaging industries offers U.S. manufacturers many opportunities for profitable sales. An important international exhibition held every four years, GRAPHISPACK attracts buyers from all of Europe, North Africa, and the Middle East. Call Robert B. Wallace, 202-967-3822.

Light Metalworking and Woodworking Equipment Catalog Show to Beirut. March 17-21. The metalworking and woodworking industries in Lebanon, which account for over 16 percent of GDP, are rapidly growing and economically important. In Lebanon's generally expanding economy, all varities of U.S. metalworking and woodworking equipment are in demand. U.S. suppliers have the added benefit of dealing in a private enterprise-type system where they are price competitive. Call Robert E. Peterson, 202-967-3973.

Nuclear Instrumentation and Equipment Exhibition. Frankfurt Trade Center. March 18-21. The Federal Republic of Germany is a net importer of nuclear equipment and materials. Imports of U.S. equipment are expected to be in excess of $100 million a year by the end of 1975. Key targets for U.S. sales of nuclear equipment and materials are German nuclear research centers, which now buy over 50 percent of their nuclear-related electronic equipment from U.S. manufacturers. In the area of computerized electronic measurement equipment, U.S. products now account for over 80 percent of German purchases. Opportunities are also excellent in the field of nuclear medicine, where U.S. equipment occupies a leading position; consumption in 1975 has been projected at $70 million. Call Michael Hanpeter, 202-967-3849.

Hospital and Medical Equipment (JEEP). Sydney Trade Center. March 18-22. This exhibition will be limited to 8 new-to-market U.S. participants. Australia's biomedical equipment market, estimated at $33.4 million in 1972, may reach about $50 million in 1976, representing a 10.6 percent average annual growth rate. Recent currency revaluations and a unilateral Australian 25 percent across-the-board tariff reduction have combined to make many U.S. hospital and medical products increasingly attractive to Australian purchasers. Call John Klingelhut, 202-967-3646.

U.S. Marine Navigation Communications, Instrumentation and Safety Equipment Exhibition (JEEP). Seoul Trade Center. March 20-22. This exhibition, limited to only 8 new-to-market U.S. firms, is the opening event for the new U.S. Trade Center in Seoul. The Korean shipbuilding industry is one of the nation's most rapidly expanding heavy industries. As part of a Korean Government expansion program aimed at making Korea one of the top ten shipbuilding countries in the world, 14 new shipyards will be constructed by 1985 that would enable Korea to build 4.5 million gross tons of ships yearly. This expansion program offers many opportunities for U.S. manufacturers of shipboard equipment. Call Carol Murray, 202-967-2215.

Biomedical Trade Mission to Poland, Yugoslavia and Austria. March 20-April 4. American firms selling biomedical equipment, including cardiological, thoracic, respiratory-pulmonary function-thoracic, pediatric, nephritic, operating room, general hospital and clinical and research laboratory equipment should find good sales opportunities in these countries. Call L. Carteron, 202-967-2973.

Numerical Control Machine Tools and Related Equipment Exhibition (JEEP). Buenos Aires Trade Center. March 25-29. Argentine manufacturers have become increasingly aware of numerical control machine tools as a means of improving the quality and exportability of their products. There is no local production of numerical control machine tools. Manufacturers of components and equipment essential for the servicing of these machines are also invited. Call Vicky Eicher, 202-967-4580.

Chemical and Petrochemical Processing Equipment and Instrumentation. Mexico City Trade Center. March 25-29. The chemical processing industry in Mexico grew 13.5 percent annually from 1960-70, and the projected rate for 1973-1980 is around 14 percent. The industry's output is presently limited only by capacity, and new plants and expansions are being planned. Mexican imports are expected to increase from $47 million in 1972 to $59 million in 1975. Call Porter Clary, 202-967-5040.

Pollution Control Equipment. Paris Trade Center, March 26-29; Arles, France (optional), April 2-4. American manufacturers and suppliers of equipment for the control of air and water pollution, noise abatement, sewage treatment and solid waste disposal have an exceptional opportunity to enter into or to gain increased sales in the lucrative French market by displaying at these shows. French investment in pollution control equipment is substantial and growing fast. Rapid industrial expansion with its impact upon the environment has caused an affluent French people to examine the quality of life. Forecasts indicate that the French will spend about $575 million in this field during the next two years. A U.S. firm participating at the Paris Trade Center will reach a broad audience of customers from French industry and government, and may gain extra exposure in the south of France by displaying at Arles for an additional $300. Call John L. Wolf, 202-967-4942.

Mining Machinery and Related Transportation Equipment Trade Mission to Botswana, Zaire and Zambia. April. Each of these nations is dependent on imports of mining equipment in order to develop abundant mineral resources. While mining complexes in both Zaire and Zambia are becoming quite efficient—and copper is the main mineral involved—Botswana is just beginning to develop its minerals industry. An estimated $254 million will be expended for development of copper and nickel mining facilities. A commitment by the U.S. Export-Import Bank of $200 million is available in Zaire for mining expansion. Call Herb Socks, 202-967-3846.

Micrographics and Document Handling Systems. Tokyo Trade Center. April 1-6. Japan is an excellent market for U.S. micrographics equipment and document handling systems. Sales of micrographics products have more than tripled from $3.5 million to $11.6 million between 1968 and 1972 and are expected to reach $25 million by 1976. U.S. micrographics products supply about 30 percent of the Japanese market and account for almost all imports. In document handling systems an average annual growth of 10-20 percent can be expected during the period 1972-76. Call Suresh (Sam) K. Dhir, 202-967-2709.

Structural Components and Related Equipment (JEEP). Frankfurt Trade Center, April 2-4. The market is valued at about $2.6 million. For the next two years, continued rapid growth rates of 10 to 12 percent per year are expected. Products include plywood for concrete forms and for house building, particularly for prefab systems; partitions and acoustic panels, glass-fiber draperies; plastic and special resistant paints; and tools such as automatic nailers and caulking guns. Contact Director, U.S. Department of Commerce District Office, Room 821, City National Bank Bldg., 25 West Flagler St., Miami, Florida 33130, or telephone 305-350-5267.

Materials Handling and Construction Equipment Catalog Exhibition. Casablanca. April 8-13. Morocco's new economic plan, 1973-77, has an impressive target of $7 billion for investments, much of which will be channeled into industrial, airport, and seaport expansion and public building and private housing construction. The United States is already Morocco's second most important source of imports and the outlook for growth of this very promising market is favorable. Call Robert E. Peterson, 202-967-3973.

Structural Components and Systems (JEEP). U.S. East-West Trade Center, Vienna. April 9-11. The Eastern European construction industry generally lags behind that of the West in terms of quality, labor-saving equipment, and new systems of construction. Modular construction is the new wave. This promotion will help you reach the key East-West traders who, over the years, have built up the commercial contacts necessary to introduce your products into these new markets. Call Lou Nixon, 305-350-5267.

Stanki (formerly Mashstroy)—U.S. Machine Tool and Machine Building Equipment Solo Exhibition, Moscow. April 10-19. The USSR continues expanding many branches of industry, especially production of automotive vehicles. This expansion necessitates a corresponding increase in demand for machine tools. The current five-year plan calls for investments totaling over $31 billion for machine building equipment. Call Oleg Jerschkowsky, 202-967-3376.

Institutional Feeding Systems (JEEP). Tehran Trade Center. April 13-17. In these days of acute food shortages, it has been estimated that Iran wastes 50 percent of its food resources between the farm and the dinner plate. Although Iran is a rich country, it cannot afford the luxury of waste of this magnitude. Since food must be mechanically handled to cut down waste, the market is wide open to manufacturers of food preparation and serving equipment. There is an established need for systems managers who

are prepared to design and equip Iranian institutions to serve food economically. Call Don Ryan, 202-967-4652.

Shipboard Engineering and Material Trade Mission to Korea and Taiwan. April 15-27. Recent market surveys and currency readjustments indicate the timeliness of this Mission. Of particular interest is determination of the governments to expand present shipbuilding facilities. Product categories recommended include: cargo control, machinery control, cargo handling gear, anticorrosion finishes and equipment, antipollution equipment, deck and engine room equipment, electrical equipment, hull equipment, galley and crews quarters equipment, materials for construction. Market research also indicates a real need for design and engineering services. Call David Brann, 202-967-4511.

Building Products and Construction Equipment Trade Mission to Hong Kong and the Philippines. April 17-25. In Hong Kong, in addition to its housing and school building programs, the local government plans a mass transit subway system, a second international airport, a new railway, and numerous automobile tunnels. In the Philippines, highway construction is also planned for connecting links to major cities, as is a commuter rail system to provide rapid mass transit for Manila. The Asian Development Bank and the IBRD are extending funds for the foregoing construction plans, with private sector participation featured. Call William J. Bushwaller, 202-967-4511.

Aviation Ground Support Trade Mission to USSR. Czechoslovakia and Hungary. April 20-May 4. Each of these nations is planning to increase expenditures where air traffic control is concerned because of vastly increased airport traffic. Call Larry Cozart, 212-967-3741.

Industrial Process Control and Measuring Instruments Exhibition. Paris Trade Center. April 22-26. High government priority for industrial investment and modernization in the booming French economy has resulted in a $330 million market for process control instrumentation in France. This year's 20 percent depreciation of the dollar versus the franc means a competitive price advantage for U.S. instrumentation. Call William S. Gaines, 202-967-4414.

Environmental Control Equipment (JEEP). Buenos Aires Trade Center. April 22-26. Emphasized will be specialized environmental measuring, testing and control instruments and apparatus, and other related scientific, laboratory, and industrial instruments. Suppliers of other equipment for environmental control operations are also invited to exhibit. Call George Pollard, 202-967-5010.

Audio-Visual Equipment (JEEP). Mexico City Trade Center. April 22-26. U.S. audio-visual techniques are greatly admired in Mexico as the best available anywhere. If getting into a position to profit from continuing sales in this growth market is your objective, this first such promotion by the U.S. Trade Center in Mexico City is the ideal opportunity. Call Porter Clary, 202-967-5040.

Advanced Biomedical/Biochemical Hospital Equipment. Stockholm Trade Center. April 22-26. "Intermed '74," the second such exhibition to be held at the U.S. Trade Center in Stockholm, provides an opportunity for U.S. industry to promote advanced equipment throughout the four Nordic countries (Sweden, Norway, Denmark, Finland). The Scandinavian market is due to expand by over 100 percent from 1971 to 1976, reaching a level of almost $110 million. All four countries have plans to build new hospitals, to add outpatient and long-term health care facilities to their already extensive hospital network, and to broaden the scope of existing preventive medicine programs. Call Robert Blake, 202-967-4462.

Analytical and Process Instrumentation Technical Sales Seminar to Brazil and Colombia. April 22-May 3. Brazilian and Colombian markets for instrumentation are growing rapidly, owing to a rise in overall production and quality control requirements. Both nations are entering a phase of economic development/industrial expansion where the need for more sophisticated instruments is real. An additional incentive for the entry of U.S. suppliers into these markets is the almost complete lack of local production of this type of equipment and instrumentation. Call Wyn Coates, 202-967-3846.

U.S. Consumer Goods Pavilion. Osaka International Trade Fair. Osaka, Japan. April 23-May 6. Japan is currently the largest foreign customer for U.S. consumer goods. Japanese expenditures in the consumer goods area are expected to increase 17 percent by the end of this year and double by 1975. Increased Japanese interest in U.S. consumer goods has been stimulated by the yen/dollar realignment and by the increasing affluence of the Japanese consumer. The Osaka International Trade Fair is a major commercial event in Japan, and an excellent forum to display U.S. consumer goods. Call Robert Levine, 202-967-4057.

General Aviation Exhibition and Seminar, Maroochydore, Queensland, Australia. April 26-30. The rural and industrial sectors of the Australian economy are experiencing rapid expansion which is creating an ideal climate for increased sales of general aviation equipment. Sales potentials are now at the highest level since the late 60s. The exhibition will be adjacent to an airport with a 5,500-foot landing strip accommodating aircraft from cropdusters to executive jets. In addition to aircraft, this exhibition will also include displays of all other types of general aviation equipment. Call John Klingelhut, 202-967-3646.

Oil and Gasfield Machinery & Equipment (JEEP). U.S. East-West Trade Center, Vienna. May 2-4. Equipment of all kinds for petroleum exploration, drilling, and extraction is in short supply in Eastern Europe; quite often what is produced domestically is obsolete or unreliable. In many cases badly needed equipment is not produced within Eastern Europe and must be imported. Reflecting the high priority the petroleum industry has in the five-year plans of Eastern Europe, imports of equipment for this industry have almost tripled in recent years. This promotion will help you get in contact with the vital East-West traders who have had long experience in representing your types of equipment in the East. Call George Black, 214-749-1517.

Harbor & Dockside Equipment (JEEP). Singapore Trade Center. May 8-10. Singapore is the fourth largest port in the world in terms of tonnage handled. Ten ships enter or leave the port every 15 minutes. As a natural corollary, Singapore is striving to become a major center of shipbuilding and repair. This exhibition is limited to new-to-market U.S. participants and is designed to put them in contact with potential representatives that can handle sales on a continuing basis. Call your nearest U.S. Department of Commerce District Office or George Dolan, 415-556-5866.

Food Industries Equipment. Mexico City Trade Center. May 13-17. A growing population and a more affluent consumer have raised demand for processed foods to unprecedented levels and created a record market for modern equipment for the food industry. Standards for processed foods established by the Mexican Government have intensified interest in the latest U.S. equipment, regarded in Mexico as the best anywhere. Call Porter Clary 202-967-5040.

Equipment for the Cosmetic, Pharmaceutical and Food Industries. Paris Trade Center. May 13-17. These industries comprise major growth sectors in the booming French economy. The increasingly strained productive capacity, greater interest in more advanced packaging techniques and a public becoming vocal in its demands for quality control and testing of products in these industries are all placing a heavier burden on the import sector. Call Andre Williams, 202-967-3748.

Printing & Graphic Arts Equipment Exhibition. U.S. Trade Center. Frankfurt. May 13-17. The market for sophisticated, labor-saving U.S. equipment in the German printing and graphic arts industries is expanding rapidly, as printers actively seek more efficient systems organization to boost their productivity. The U.S. share of German imports of printing and graphic arts equipment averaged about 25 percent of total imports from 1970 through 1972, or more than $17 million per year, and is expected to continue to grow at an annual rate of 15 percent. Call Don C. Schmadel, 202-967-2177.

Pulp and Papermaking Equipment. Stockholm Trade Center. May 13-17. Pulp and paper processing are cornerstones of the Swedish and Finnish economies, and are also important industries in neighboring Norway and Denmark. There are some 300 pulp and paper plants in the Nordic area, seeking technology which will make them competitive. Sweden alone will have invested $180 million in this industry by the end of 1973. This exhibition will feature pulp and papermaking equipment, including components; industrial process controls; computer systems; pollution control devices; and materials handling equipment. Call William Beiring, 202-967-3276.

Process Control Instrumentation Exhibition. Buenos Aires Trade Center. May 13-19. Argentine imports of process control instruments grew from $8.1 million in 1969 to approximately $15 million in 1972. Major expansion projects, other modernization developments and replacement needs are expected to generate a very active demand for imports of process control instruments into Argentina in 1974. The United States is the leading supplier of process control instruments, with 50 percent of the import market. Call George Pollard, 202-967-5010.

Sales opportunities in 7 U.S. commercial exhibitions, 8 catalog exhibitions, 32 shows at the 12 U.S. Trade Centers, 10 trade missions and 2 technical sales seminars are being offered to present and potential U.S. exporters between now and June 1974.

Each Trade Center exhibition is limited to one particular line of products and centers are located in Beirut, Buenos Aires, Frankfurt, London, Mexico City, Milan, Paris, Singapore, Stockholm, Sydney, Tehran, and Tokyo. Trade Centers are scheduled to open in Taipei and Seoul in March 1974. For further information on the Trade Center shows described or for more facts on U.S. exhibitions, **Write:** *Director, Office of International Marketing, Room 4015, U.S. Department of Commerce, Washington, D.C. 20230.*

U.S. specialized trade missions and technical seminars are comprised of groups of U.S. businessmen organized by the U.S. Department of Commerce to travel abroad to promote the export of U.S. goods and services produced by their particular industry. **Write:** *Trade Missions, Room 4219, U.S. Department of Commerce, Washington, D.C. 20230.*

Hospital and Medical Equipment Trade Mission to Algeria, Morocco and Tunisia. May 13-24. These countries together currently offer a $7 million market for hospital and medical equipment. This market is expected to expand dramatically over the next three to five years. New economic plans being initiated in each country place increasing emphasis on health programs, allocating millions of new funds annually for new equipment, hosiptal construction and clinics. Call Ed Wason, 202-967-4918.

Data and Telecommunications Equipment. Milan Trade Center. May 14-18. Demand for computers and computer-related equipment in Italy will triple over the next five years, with U.S. equipment and services expected to dominate the near $300 million market. In addition, the Italian Government is planning to spend about $3 5 billion in the telecommunications sector over the next three years. Research indicates that virtually every large Italian government and industry organization is planning projects for data transmission between headquarters and branches. The Italian economy is expected to grow by 5 percent this year. Call John Priamou, 202-967-4377.

Interschul—Educational Materials Catalog Show to Dortmond, Germany. May 18-25. The educational budget for West Germany is expected to approach 6 percent of GNP by 1975, as $16 billion worth of systems and equipment will be required to accommodate increased student enrollment. This Catalog Show will be held as part of a major international fair which will provide increased exposure and sales opportunities for U.S. suppliers. Call Robert E. Peterson, 202-967-3973.

Food Processing and Packaging Equipment—ANPAC '74. Sydney. May 20-24. This exhibition will offer U.S. manufacturers an opportunity to penetrate the rapidly expanding Australian food processing and packaging markets. Australian distributors and customers agree that recent currency revaluations coupled with the Australian 25 percent across-the-board tariff reduction afford U.S. manufacturers a broad range of exciting, new sales opportunities. This exhibition, cosponsored by the Department of Commerce and the Australian National Packaging Association, is sure to attract key buyers from throughout the Australasian region. Call John Klingelhut, 202-967-5752.

Instruments, Controls and Analytical Equipment for Industry and Science. Taipei Trade Center. May 20-24. Taiwan is a significant importer of process instruments and controls. Imports and consumption of these products are at record levels with excellent immediate and long-range sales prospects. U.S. exports of these products jumped from $3.7 million in 1968 to $7.4 million in 1972. Equipment for a full-range of on-stream industrial operations, quality control, research and development, and scientific applications will be displayed. Call Harold A. Ogburn, 202-967-2413.

Hospital and Medical Equipment Catalog Show to Lagos. May 20-24. The hospital and medical services field in Nigeria is rapidly expanding and should continue this growth through 1980, especially in view of the recently approved "Third Development Plan." A Commerce-sponsored Hospital-Medical Trade Mission to this country in 1973 was extremely successful in generating immediate sales of U.S.-source products, due to their price competitiveness and continued good quality. Nigeria's strong economy, substantial foreign exchange reserves, and favorable commercial climate make this one of the most attractive in Africa. Call Robert E. Peterson, 202-967-3973.

Metal Surface Finishing and Treatment Equipment. Tokyo Trade Center. May 20-25. In 1972 the Japanese market for metal surface finishing and treatment equipment and accessories amounted to $975 million. This market is expected to increase by 30 percent during 1973 and 10 percent annually for the next three years. U.S. products which are unique, technologically advanced, labor-saving, or non-polluting have considerable sales prospects in the dynamic Japanese metalworking industries. Call Bill Dawson, 202-967-4056.

Health-74, International Exhibition for Health Systems. Moscow. May 28-June 10. The Soviet Union is undertaking a vast program of expanding and improving its health system. Current domestic supplies have not been able to meet the demand for medical instrumentation and laboratory equipment. To overcome these deficiencies, the USSR has had to turn to imports to compensate for the gap between production and consumption as domestic supplies have been able to supply only 72 percent of demand. Call Oleg Jerschkowsky, 202-967-3376.

Hotel and Restaurant Catering Equipment Catalog Exhibition. Lesotho and Swaziland. June. Lesotho and Swaziland are two of the newest, fastest-growing vacation areas in Africa, which attract thousands of tourists year-round. This introductory trade promotional activity is geared to help meet the growing demands of this area's burgeoning tourist industry. Call Robert E. Peterson, 202-967-3973.

Computer Software Trade Mission to Belgium, the Netherlands and Sweden. June. Promising markets exist in each of these countries, where more sophisticated business equipment and know-how are being utilized. Call Robert Vigneault, 202-967-5285.

Textile Machinery and Equipment Trade Mission to Brazil, Venezuela and Colombia. June 1-14. Increasing emphasis on modernization and expansion of plant facilities makes these three countries excellent markets for U.S. source equipment, material and know-how. Brazil, especially, is refurbishing plant facilities in order to increase export capabilities within Latin America. Call Herb Socks, 202-967-3846.

Posidonia Fair—Business Automation for Shipping, and Materials Handling Equipment for Ports, Catalog Show, to Athens. June 3-9. Shipping is one of Greece's major industries and since 1967 has been undergoing continued expansion. Today, tonnage of the Greek merchant fleet is approximately 40 million tons and the number of vessels over 4,300. Funding, insurance and tax incentives have been granted local industry to encourage establishment of offices and facilities along with expansion. This Catalog Show will be held as part of Posidonia's International Shipping Exhibition and, consequently, offers U.S. suppliers a timely opportunity to gain an additional foothold in the local market. Call Robert E. Peterson, 202-967-3973.

Biomedical Equipment Exhibition/Symposium. Milan Trade Center. June 8-12. The Italian biomedical equipment market is growing 14 percent a year and the U.S. share is increasing. Opportunities are especially good for U.S. manufacturers of implantable pacemakers, I.P.P.B. respirators, pediatric respirators, artificial kidneys, gamma cameras, electronic blood cell counters, automated sample analyzers, echoencephalographs, surgical pacemakers, spectrophotometers and other diagnostic equipment. Contact nearest District Office or call Peter Field, 202-967-2434.

Telecommunications Equipment. Mexico City Trade Center. June 24-28. The Mexican Government has placed high priority in its overall economic development plan on improvement and extension of telecommunications facilities: from provision of telephone links to rural villages to installation of sophisticated avionics systems. Furthermore, the larger private firms are considering installation or expansion of their own telecommunications systems. Mexico's apparent consumption of this equipment has been growing about 17 percent annually, reaching $167 million in 1971. A full 60 percent of this total must be imported. Call Porter Clary, 202-967-5040.

Licensing, Investment Abroad

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Foreign Investment Services Staff, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to specific proposals.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $5 from the Department of Commerce, Export Information Division, Washington, D.C. 20230, or from any Commerce District Office.

OPIC indicates that the country involved is eligible for investment insurance coverage written by the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

2451, 3792 — AUSTRALIA — Architect planning visit to U.S. in early February desires licensing agreement for production of **mobile homes.** Recent modification of Australian laws restricting utilization of such homes is expected to encourage introduction of mobile homes into the country. William R. Farley, Architect, William R. Farley Assoc. Pty. Ltd., 10A Pittwater Rd., Manly, NSW 2095, Australia. P-73804

3272 — BRAZIL — Established equipment manufacturing company is seeking joint venture or licensing agreement with U.S. firm to manufacture **large diameter concrete pipe for use in water systems.** Marcello Danias Leite, Superintendent, Geosan Ltda., Rua Rodrigo Silva 18, Sala 204, Caixa Postal 2166, Rio de Janeiro. WTD. OPIC. P-73712

3312 — EL SALVADOR — Steelmaking company with a plant using scrap is considering construction of a **direct reduction plant** using locally available iron ore. Current production is 20,000 mt annually and the new plant would produce the same amount. Company desires either a joint venture or purchase of applicable technology from a qualified U.S. firm. Ing Miguel A. Benavides, Gerente General, Corporacion Industrial Centroamericana. S.A., Apartado 1142, San Salvador, El Salvador, C.A. OPIC. P-73805

3559 — FRANCE — Seeks licenses for the production of **equipment for the treatment of industrial and urban waste waters.** Firm is particularly interested in obtaining processes and licenses for 1) oil removal flotation; 2) fiber recovery from paper and pulp industrial wastes; 3) treatment of paint-contaminated waters; and 4) prefabricated units for the treatment of waste waters especially from breweries, dairies, slaughterhouses and other industries which discharge vegetable and animal wastes. The company is also interested in a joint venture to bid on a **government contract to build waste water treatment plants in small towns.** The French concern specializes in water treatment. It was recently acquired by a larger firm which produces air filters for motor vehicles. The parent company is presently making a study of automotive pollution. Hubert Vilsange, President and General Manager, S.A. COPEF, 20 Ave. de la Liberation, 94100 Saint-Maur, France. Telegraph SACOPEF, Paris. Telex 22.429 FUPIEX-COP. P-73806

3559 — FRANCE — Firm specializing in nuclear fuel research and manufacture of related machinery wants to diversify. Seeks licenses to produce **blowout and extrusion equipment for processing plastic materials; filtration and water treatment machinery; and measuring instruments.** The company operates three plants and reports annual sales of $10 million. It employs 680. The Paris concern was established in 1957 by three large French companies. B. Savornin, manager, Research and Development, CERCA (Compagnie pour l'Etude et la Realisation de Combustibles Atomiques), 41 Ave. Montaigne, 75008 Paris. Company brochures (in French) are available from the Foreign Investment Services Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-73807

3639 — ARGENTINA — License to manufacture **solar water heaters for domestic and commercial application.** Firm presently produces allied equipment; seeks to expand product line. B. Hasenclever, Tertanco S.A. Chile 80, 11th Floor, Buenos Aires. P-73811

3675 — INDIA — Seeks licenses to manufacture **silver mica, plastic film and styroflex capacitors** for the export market. Special grades of mica are available in India. For further details write the Indian Investment Centre, 708 Third Ave.. New York, N.Y. 10017. OPIC. P-73808

3714 — GERMANY — Seeks licenses to manufacture **pneumatic brakes for trucks, semi-trailers and other heavy trolleys.** Firm established 1899, employs 50. has annual sales of $750,000. Alfred Knetsch & Sohn KG, 5902 Weidenau, Postfach 227, West Germany. P-73809

6331 — ETHIOPIA — Established **insurance company,** which writes all types of policies except life, is seeking an affiliate relationship with an American firm. The first phase of such an association would be a reinsurance service. In essence, technical assistance in the field of comprehensive insurance rather than financial participation is sought. Pier Luigi Tinghino, General Manager, General Insurance Co. of Ethiopia Share Co. (GIC). P.O. Box 3214, Addis Ababa. WTDR. OPIC. P-73810

PAKISTAN—Mian Mohammad Saeed, M. S. Mian and Sons, Mujahid Road, Sialkot, Pakistan. Manufacturers and exporters of surgical instruments (especially scissors and forceps) and table cutlery; interested in securing **agency contracts from U.S. manufacturers of electro-medical equipment** for representing them in Pakistan, and exploring market for **exporting surgical instruments to the United States.** Due in New York the first week in January, staying for one month; c/o Medical International Co., Inc., P.O. Box 2825, South Station, Newark, N.J. 07114. Will be visiting New York, Newark, San Francisco, and Washington, D.C. WTDR dated February 1973.

$11 Million, 350-Room Hotel Planned For Jamaica

Jamaica's Urban Development Corp. (UDC) which is a subsidiary of National Hotels & Properties Ltd., will construct a 350-room hotel at Rutland Point in the Negril Development Area at the western end of Jamaica. Preliminary plans call for construction to begin in 1974. The project is estimated to cost some $11 million. Collaborating with National Hotels on the project is a local hotel management conglomerate, the Issa Group of Companies, which will operate the resort. The hotel is expected to embody concepts new to Jamaica: a central core will house administrative offices, shopping facilities and restaurants; the core will be surrounded by a cluster of cottages where guests may use their own cooking facilities; certain categories of staff also will be housed in the hotel complex. The UDC is trying to create a project that will provide rooms at as low a unit cost as possible. Developers: National Hotels & Properties Ltd. & The Issa Group of Companies, 32½ Duke St., Kingston, Tel. 932-1965. Architects: Marvin D. Goodman & Assocs., 5½ Waterloo Rd., Kingston 10, Tel. 926-6241. Contractors to be assigned.

Ireland Plans To Build Nuclear Power Station

The Government of Ireland's National Information Service has announced approval in principle of 500/600 megawatt nuclear power station costing over 100 million pounds sterling. The Ministry of Transport and Power said that preliminary planning would take about two years. The State-sponsored monopoly, Electricity Supply Board, Project Dept., Stephen Court, 18/21 St. Stephen's Green, Dublin 2, will have the responsibility for construction, has been working on plans for several years. It is unlikely that the station will be operable before 1982. The station site has not yet been decided but Carnsore Point, County Wexford, Southeast Coast, is said to be favored.

Foreign Trade Opportunities

These trade opportunities are based on reports received from the U.S. Foreign Service by the Trade Opportunities Division, Room 1322, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1967 Census of Manufacturers.

U. S. firms should be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only traders with good reputations. However, the Department cannot be responsible for any trade relations.

Abbreviations used are: I (importer); D (distributor); M (manufacturer); A (agent); R (retailer). To avoid delays, requests for loan material must specify country, commodity, foreign government agency.

WTDR indicates that a World Traders Data Report on this specific firm is available at $5 from the U.S. Department of Commerce, Room 1313, Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information, including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDR's and request forms is available at each Commerce District Office.

The mark (●) indicates that this trade opportunity is a request for bids by a foreign government agency.

Direct Sales

Foreign private firms and government agencies are interested in direct purchases of these products. See also "Representations" listing.

Heavy construction

●16200—CAMEROON—The Regie Nationale des Chemins de Fer du Cameroun has announced that bids are being entertained for the World Bank-financed railroad bridge to be built at Japems on the Dibamba River, 18 Kilometers from Douala. Construction consists of 280 meters of bridge, placement of 1,050 meters of metallic posts, one meter in size, building of 1,300 square meters of prestressed concrete and 1,700 square meters of reinforced concrete bridge structure, and excavation and banking of 220,000 square meters of terrain. Bid deadline is February 20. Specifications are available from the Direction Generale de la Regie Nationale des Chemins de Fer du Cameroun, B.P. 304, Douala, Cameroun, upon payment of 60,000 francs CFA (about $275). One copy of the tender announcement and forms is being sent by the American Embassy in Yaounde to the Construction & Bldg. Materials Program, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-3602).

●16200 — MALAGASY REPUBLIC — Preselection of marine construction firms which will be eligible to bid on equipping of petroleum loading berth in the port of Tamatave, a project being financed as part of the World Bank-financed port modernization program. The project involves the supply, assembly and installation of: a) sea-line, diameter, 28 inches, length, 1,500 meters, equipped at the underwater end with manifold and flexible line 90 meters in length, and connected to a pipeline on land; b) three mooring buoys, anchors, cables, position lights and other accessories. Contractor must also carry out tests on equipment, complete all welding, and furnish the necessary external protective coatings and cathodic protection apparatus. The work starting date is approximately August 1. The duration of the project is expected to be about 22 months. The language of correspondence and application is French. Bid deadline is February 12. The bid-letting authority is: Directeur General de l'Amenagement du Territoire, Boite Postale 295, Tananarive, Madagascar. Copies of a document (in French) explaining the preselection procedure and containing a simple application are available from the Construction and Bldg. Materials Program, Room 2118, U.S. Dept. of Commerce, Washington, D.C. 20230 (202-967-3602), and the Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., P.O. Box 36013, San Francisco, California 94102 (415-556-5864).

●16200—WEST INDIES—The Government of St. Lucia plans to request tenders in February from prequalified contractors only for construction of a deep water port at Castires, St. Lucia. The project will cost $3.2 million and will include construction of two deep water wharves of over 500 feet, 50 ft. x 50 ft. roll-on/roll-off facility; office building and two large sheds; and 18,000 sq. yds. of paving, security fencing, drainage, etc. Interested firms which have satisfactorily completed similar work should apply for the prequalification forms to: Coode & Partners, 2 Victoria St., London, U.K., or Blyth & Blyth (West Indies), P.O. Box 248, Castries, St. Lucia, W.I., or the Chief Technical Officer, Ministry of Communications & Works, Castries, St. Lucia, W.I. Prequalification forms must be filled out completely and returned by registered mail no later than January 15, to Coode & Partners with one copy to the Ministry of Works, Castires, St. Lucia, and one copy to the Caribbean Development Bank, Treasury Building, Bridgetown, Barbados. The U.S. Embassy will assist American firms as appropriate. Preference will be given to firms in U.S. or CDB member countries. The project financing is by Government of St. Lucia and CDB funds.

Drugs

●28340 — ZAMBIA — Supply of antibiotics. Tender MF/MED/373, with bid deadline of May 12. Secretary, Republic of Zambia Central Supply and Tender Board, P.O. 1009, Lusaka. When received, specifications available in English to firms domiciled in the U.S. from Materials Division, Bureau of Domestic Commerce, Room 2130, U.S. Department of Commerce, Washington, D.C. 20230, ★(202-967-3910).

Gum, wood chemicals

●28690 — INDIA — Supply of organic chemicals as follows: Hexachlorocyclopentadiene—2 metric tons; Dicyclopentadiene—1 metric ton; Cis-2-Butene-1,4-diol—600 kilograms. These chemicals urgently needed by National Chemical Laboratory, Purchase Sec., Poona 411008, Maharashtra (Attn: N. S. Iyer). Offers should be made directly to the Laboratory. The Commerce Department has no further information.

Rubber & plastic hose & belting

3041225 — GREECE — Rubber & plastic belts for automotive use. Firm does not have individual cost est. for above, but believes total order would be more than $100,000. Client mfg. flexible hose & pipe connections, joints, & couplings for use in hydraulic & pneumatic pressure systems. Well established in local market & expanding operations with new plant in outside Thessaloniki. Flex-Sol, Deligiannis, Nelopoulos & Co. El. Svoronou St., Thessaloniki, Greece. WTDR 11/73.

Glass, glassware

3229312 — BRAZIL — Unvarnished fiberglass tape for electrical insulation. ½", ¾", 1" and 1.½" wide, .003", .004", .005", .007" and .010" thick. Est. annual value $15,000. Firm interested in direct sale and excl. dist. Needs prices, discounts, delivery time, standard packing, leaflets, samples, to place trial order by return mail. Interested in obtaining quotations for any other type & size

electric tapes & braids, other related electric insulation materials. Ernest Meyer, Pres. Incabram S.A. Intercambio Brasileiro Americano Rua Camerino 68, 20000 Rio De Janeiro ZC-05 Guanabara, Brazil. Cable: Incabram, Tel: 223-9405. WTDR available.

Concrete, gypsum, plaster products

●32700 — NICARAGUA — Bids are requested for the supply and installation of 24.6 kilometers of sewage concrete pipe, in diameters ranging from 8 through 18 inches in various areas throughout Managua. The tender number is Licitacion AA/74—Contrato N Degrees 10. Bid deadline Feb 5. Contract documents are available for $86, plus $3 for airmailing, from: Departamento Nacional de Acueductos y Alcantarillados (DENACAL), Ministerio de Salud Publica, KM y Carretera Norte, Apartado Postal 968, Managua. Bonds required: bid bond, 10 percent. performance bond, 20 percent. Project is financed by the Inter-American Development Bank.

Abrasive, asbestos, nonmetallic mineral products

3292789 — GREECE — Asbestos & metal brake drum linings, disc brake linings & clutch linings, in bulk, nonfinished form. Client manufactures flexible hose & pipe connections, joints, & couplings for use in hydraulic & pneumatic pressure systems; is well est. in local market & expanding operations with new plant in outside Thessaloniki. Flex-Sol Deligiannis, Nelopoulos & Co. 7 El. Svoronou St., Thessaloniki, Greece. WTDR 11/73.

Steel mill products

●33100 — IRAN — 190 tons ribbed iron plate. Tender No. 422/52; bid deadline February 9. Iranian State Railways, Tehran. Specifications available from Iron and Steel Program, BDC, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-2438).

●33100 — IRAN — Iron and steel casing and tubing used in gas drilling project on Qeshm Island. Tender No. and bid deadline not available. National Iranian Gas Co., Roosevelt Ave., Tehran. Specifications available from Iron and Steel Program, BDC, U.S. Department of Commerce, Washington, D.C. 20230, ★(202-967-2438).

Iron, steel foundries

3322131 — GREECE — Malleable round iron bars in mill lengths & various dia. for mfg. of hose & flexible pipe connections, joints & couplings. See above entries for data on firm. Flex-Sol Deligiannis, Nelopoulos & Co. 7 El. Svoronou St., Thessaloniki, Greece. WTDR 11/73.

Rolling, drawing, extruding of nonferrous metals

●33500 — THAILAND — 5,000 meters —600 V. class, copper cable, single conductor, insulated with crosslinked polyethylene. PVC jacketed, No. 400 AWG. 5.000 meters—same as above except No. 350 MCM. 5,000 meters—same as above except No. 500 MCM. 130,000 meters—service cable, 600 V., two conductor Tender No. MEA-PSD-304; bid deadline Feb. 5. Purchases and Stores Dept.. Metropolitan Electricity Athy., 121 Chakpetch St., Bangkok 2. Specifications available at above address for $5 per set.

●33500 — ZAMBIA — 4,000,000 meters of cable drapwire No. 3. Tender No. MF/GPO/166, bid deadline Jan. 25. Central Supply and Tender Board, P.O. Box 1009, Lusaka. Specifications available from Copper, Lead and Zinc Program, BDC U.S. Department of Commerce, Washington, D.C. 20230, ★(202-967-2438).

Fabricated metal products

●34000 — MALTA — Supply and delivery of an aircraft steel frame hangar complete with cladding at Luqa Airport. Tender number is 867. and the bid deadline is Jan. 24. Bid documents are available from The Treasury, Valletta, Malta. One set is being sent by the American Embassy in Valletta to the Construction & Bldg. Materials Program, Room 2118, U.S. Department of Commerce, Washington, D.C. 20230, ★(202-967-3602).

Metalworking machinery

●35400 — BURMA — Four inert gas welding sets, two 400 amp transformers, one gas profile cutter, 8 gas welder sets, 200 oxygen cylinders, and 100 acetylene cylinder. Tender No. BRC/IDA/13(T) 27(M-E)-72-73, bid deadline Jan. 21. The Managing Director, Burma Railway Corp., Bogyoke Aung San St., Rangoon. Tender copies are available from Transportation and Capital Equipment Division, Room 2814A, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-5652).

Special industry machinery

3551281 — POLAND — Bread slicing equipment is required for installation in major bakeries. Virtually no bakeries in Poland now use this type of equipment and, after establishing contact with U.S. manufacturers, the Polish government LTE is willing to send a representative to the United States to view the equipment in operation. Interested manufacturers should send catalogs and quotations in English or Polish to: Mr. Rachwal, Dzial R-38, POLIMEX-CEKOP, Czackiego 7/9, 00-950 Warsaw. Firms with no prior experience in selling equipment to Poland may wish to contact D. Piggot, Trade Development Assistance Division, Bureau of East-West Trade, Room 4816, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-3352).

Household appliances

●36300 — IRAN — Supply of 700 wall mounted fans for passenger coaches. 110-145 volt D.C. Tender No. is 2063,-2064/52. Bid deadline is February 5. Tender documents available from Iranian Economic Mission, 5530 Wisconsin Ave. N.W., Washington, D.C. 20015 (301-654-7930). Their reference no. is 73116.

Communication equipment

●36600 — BURMA — Supply of 60 sets of ship-to-shore radio communication equipment. Bid deadline Jan. 28. Invited by the Controller of Stores, Inland Water Transport Corp., 50 Pansodan St., Rangoon. When received, tender documents will also be available from Science and Electronics Division, Room 1112, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-4822). American Embassy Rangoon will forward tender documents to interested U.S. firms on request enclosing check for $5.38 per set, payable to American Embassy, Rangoon.

●36600 — INDONESIA — The A. Jatiluhur Irrigation Project (Government Irrigation Enterprise) needs equipment to establish radio communications network. Equipment needed includes transmitter, receiver, power supply, antennas, antenna supporting towers and masts, facsimile systems and telelimnigraph. Tender documents available for approx. $602 from Projek Irigasi Jatiluhur, Perusahaan Umum Otorita Jatiluhur c/o Dept. Public Works & Electric Power, Jl. Pattimura 20/7 Blok K III, Kebayoran Baru, Jakarta. When tenders are received they will also be available on a five-day loan basis from Science and Electronics Div., Room 1112, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-4822). Tender No. IDA-003/IRP/73, bid deadline Feb. 28.

●36600 — IRAQ — Supply of 100,000 automatic desk telephone instruments, 5 000 switching telephones. Tender No. ENG. 73/24, bid deadline Feb. 5. Tender documents available from Ministry of Communications, Baghdad. Cable address: Mowasalat. When tenders are received they will also be available from Science & Electronics Div., Room 1112, U.S. Department of Commerce, Washington, D.C. 20230, ★(202-967-4822).

●36600 — MALAYSIA — Supply installation and system testing of 23 CM approach control radar complete with accessories installed approximately 1.5 miles from Kuala Lumpur International Airport control tower. Tender No. KP/PA(S)131, bid deadline February 8. Tender documents available from Secretary-General, Ministry of Communications, Government Offices, (3rd floor), Jalan Gurney, Kuala Lumpur. When tenders are received at Commerce Department from Malaysia they will also be available from Science and Electronics Division, Room 1112, U.S. Department of Commerce Washington, D.C. 20230, (202-967-4822).

●36600 — MAURITANIA — Supply of telecommunications—telephone equipment and ancillary electrical generators for five provincial towns; telephone exchanges for four provincial town; installation of this equipment. Value in excess of $1 million. Correspondence must be in French. Tender documents available from Office des Postes et Telecommunications, Nouakchott, Mauritania, Attn: Director M. Guisset. When tenders are received at Commerce Department from Mauritania they will also be available from Science and Electronics Division, Room 1112, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-4822). Bid deadline January 31.

●36600 — TUNISIA — Supply of coaxial telephone wires linking Bizerte to Tunis (63 km.), Sfax to Gabes (135 km.), Sousse to Moustir (20 km.); extension of existing telephone network in Tunis and other areas; installation of central exchange and telex facilities. Bid deadline February 28. Correspondence must be in French. Tender documents available from Monsieur l'Ingenieur Directeur des Services Communs, Ministere des Tranports eindes Communications, Rue d'Angleterre, Tunis. When tenders are received they will also be available from Science and Electronics Division, Room 1112. U.S. Department of Commerce, Washington, D.C. 20230, (202-967-4822).

Electronic components, accessories

●36700 — BELGIUM (NATO) — Supply of magnetic tapes for computers for NATO programming center. Tender No. IFB. No. 8/73, bid deadline January 31. Tender documents available from NATO Programming centre, Caserne Ambiorix, Blaarstraat 99, B-3800 Tongeren, Belgium. When tenders are received they will also be available from Science and Electronics Division, Room 1112, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-4822).

Railroad equipment

●37400 — BURMA — Supply of 75 vestibule diaphragms. Tender No. BRC/IDA/12(T)26-(M)72-73. Bid deadline February 5. Financing by IDA credit. Specifications available from Managing Director, Burma Railways Corp., Bogyoke Aung San St., Rangoon.

●37400 — BURMA — Supply of 61 passenger cars; underframe and bogies to be complete with coach body in knockdown condition. Tender No. BRC/IDA/12(I)36(M)73-74. Bid deadline Feb. 25. Managing Director, Burma Railways Corp., Bogyoke Aung San St., Rangoon. Financing by IDA credit. U.S. Embassy will forward tender documents and specifications to U.S. firms on receipt of check for $10.75 per set, payable to American Embassy, Rangoon.

●37400 — BURMA — Supply of 50 freight cars for hauling timber complete with chains. Tender No. BRC/IDA/12(1)38(M)73-74. Bid deadline March 11. Managing Director, Burma Railways Corp., Bogyoke Aung San St., Rangoon. Financing by IDA credit. U.S. Embassy will forward tender documents and specifications to U.S. firms on receipt of check for $7.12 per set, payable to American Embassy, Rangoon.

●37400 — BURMA — Supply of five petroleum tank cars; trucks and underframe completely assembled and tank in knockdown condition. Tender No. BRC/IDA/12(T)39(M)73-74. Bid deadline March 18. Managing Director, Burma Railways Corp., Bogyoke Aung San St., Rangoon. Financing by IDA credit. Embassy will forward tender documents and specifications to U.S. firms on receipt of check for $6.45 per set, payable to American Embassy, Rangoon.

●37400 — BURMA — Supply of 55 freight cars for carrying sugar cane; underframe and bogies to be complete with body to be in knockdown condition. Tender No. BRC/IDA/12(T)37(M)73-74. Bid deadline March 4. Managing Director Burma Railways Corp., Bogyoke Aung San St., Rangoon. Financing by IDA credit. U.S. Embassy will forward tender documents and specifications to interested U.S. firms on request with check for $6.45 per set, payable to American Embassy, Rangoon.

●37400 — IRAN — Supply of 700 four-inch tank car discharge valves. Tender No. 2015/52. Bid deadline February 4. Tender documents available from Iranian Economic Mission, 5530 Wisconsin Ave. N.W., Washington, D.C. 20015, (301-654-7930). Their reference no. is 731-48.

Engineering, laboratory, scientific, research instruments

●38100 — COLOMBIA — Supply of tools and laboratory and measuring equipment for the electric plants located in 14 departamentos (states). Tender No. UPIB-A-3-N00050, bid deadline January 29. Specifications are available for 2,000 pesos or $82 first copy and 1,000 pesos or $41 each additional copy, not refundable, from Instituto Colombiano de Energia Electrica, Icel, Carrera 13 No. 27-00 Piso 3, Bogota. All bids must be accompanied by a guarantee bond for 300,000 pesos or $12,264 valid for 120 days.

Instruments for measurement, analysis and control

●38200 — BELGIUM — Government is submitting bids to have an automatic air pollution measuring system covering its five industrial zones by 1975 (Antwerp, Brussels, Charleroi, Gent, Liege). Tenders available from the Bureau Des Adjudications, 49 Rue du Luxembourg, 1040 Brussels, Belgium. Bid deadline is February 14. When tenders are received they will also be available from Science and Electronics Division, Room 1128, U.S. Dept. of Commerce, Washington, D.C. 20230, (202-967-2939).

Surgical, medical, dental instruments

●38400 — IRAQ — Supply of miscellaneous surgical instruments for the Directorate General of Medical Supplies, Baghdad. Tender No. 16/73, bid deadline Feb. 2. Tender documents available from Foreign Purchasing Committee, Ministry of Health, Baghdad. Cable address. Forhealth Baghdad. When received, tenders will also be available from Science and Electronics Div., Room 1128, U.S. Department of Commerce, Washington, D.C. 20230, ★(202-967-2939).

Future Construction Abroad

GREECE—Bid deadline has been extended from Jan. 15 to Feb. 28 by SECOBE S.A., 4 Ploutarchou St., Thessaloniki, for the procurement or procurement and installation in a ready to run-position of the mechanical equipment required for the now estimated $3 million **fruit and vegetable processing plant** to be established in the district of Giannitsa.

KOREA—International Industrial Co. plans to expand and modernize its shipyard in Inchon which is operated by a subsidiary, International Shipbuilding Co., Ltd. The shipyard is small and has a dry dock (63 meters long, 37 meters wide, and 5 meters deep), two marine railway tracks for 1,000-gross-ton vessels and another for 200 gross ton vessels. The present annual production capacity is six 500 gross ton fishing vessels. It also builds pontoon barges on order. The firm wants to increase its capacity to 20 vessels of 1,000 gross tons per year and is planning a feasibility study to determine the financial and equipment requirements. The equipment would probably include semi-automatic welders and cutters, short blasters, presses and pipe binders. Preliminary cost estimates are $1.1 million. Interested U.S. suppliers may send catalogs, brochures and price lists for use in developing specifications to: International Industrial Co., Ltd., CPO Box 1124, Seoul, 100. Cable: KINGTIGER SEOUL. Telex: KJTIGER 273288 KOREA. Attn: Chung Kwang-Soo, Manager, Construction Planning Dept.

SWEDEN—The Swedish Parliament has approved the construction of a $267 million **six-lane toll expressway** for passenger cars and buses between Malmo and Copenhagen via the Danish Island of Saltholm in Oresund Sound, cost to be borne wholly by Sweden. In the same bill parliament also approved planning for the construction of the **railroad tunnel under the sound** between Helsingborg in Sweden and Helsingor in Denmark, estimated in 1971 to cost $178 million, which is to be divided equally between both countries. The Danish Parliament must now approved the project. The expressway is intended to be completed as soon as possible, but no later than 1985, when the tunnel will also be finished. Interested U.S. firms wishing further details may write to: Overingenjor Sune Brodin, Brosektionen, Statens Vagverk, (National Road Authority), Fack, S-102 20 Stockholm 12.

PAKISTAN—S. M. Kazim of the Water and Power Development Auth. (WAPDA), Lahore, announced in principle an Asian Development Bank loan of $16.7 million in foreign exchange for the installation of the seventh and eighth **generating units at the Mangla Dam Power Station.** The loan is in two divisions (a) ordinary operation fund (purchase of two 100-megawatt turbine generators and inlet valves), and (b) special operation fund (purchase of transformers, switchgears, cables and control equipment for both units). Details on the tender documents are being worked out and are expected to be available in six to eight months from Mr. Kazim's office. Design and civil works for these two units will be carried out by Pakistani companies and civil works are expected to get underway during the second half of 1974. According to Mr. Kazim, WAPDA hopes these units will go into operation in 1977-78.

BOLIVIA — U. S. engineering consultants, construction firms and manufacturers of road construction and other heavy equipment interested in a **major road construction project** (Oruro to Quillacollo) in Bolivia should communicate directly with: Servico Nacional de Caminos, Casilla 4796, La Paz.

ECUADOR — The Inter-American Development Bank has approved a $20.8 million loan to establish **productive year-round farming** in an area of 28,528 acres of land in the Guayas River Basin. The loan, extended to the Republic of Ecuador, will be used by the Comisión de Estudios para el Desarrollo de la Cuenca del Río Guayas (CEDEGE) to develop irrigation and farming facilities three miles east of Babahoyo, located approximately 44 miles northeast of Guayaquil. Total cost of the project is estimated at $29.8 million, and will include: Acquisition of machinery and vehicles for operation and maintenance of the irrigation district and technical aid to CEDEGE; installation of facilities and works that will provide for efficient utilization of water and land resources, and construction of housing for project beneficiaries, and community centers and service facilities.

New Publications

When ordering any publication, indicate title and series designation, if indicated, and make checks or money orders payable to the Superintendent of Documents. Orders should be sent to Room 6880, U.S. Department of Commerce, Washington, D.C. 20230, or to any of its district offices.

OFFICE OF THE SECRETARY

Nine-one-one: the emergency telephone number—a handbook for community planning. 72pp. $1.35. The development of a national policy on the emergency telephone number, 911, and this handbook to assist communities in the implementation of 911 service are a part of the overall program of the Office of Telecommunications Policy.

DOMESTIC AND INTERNATIONAL BUSINESS ADMIN.

BUREAU OF DOMESTIC COMMERCE

Franchise opportunities handbook. 234pp. $2.20. Published in cooperation with the Office of Minority Business Enterprise. This publication identifies franchisors who do not discriminate on the basis of race, color, or national origin in the availability, terms, or conditions of their franchises. The introductory section includes general information on franchising, suggestions and checklists to assist and protect the potential investor, and identifies governmental and private units which aid minority business.

BUREAU OF INTERNATIONAL COMMERCE

Overseas Business Reports

Annual subscription $28.50 (add $7.25 for foreign mailing). Single copies 30¢ each.

Trading in Poland (OBR 73-50). 26pp.

Foreign trade regulations of the Netherlands (OBR 73-58). 12pp.

Market profiles for the Near East and South Asia (OBR 73-59). 24pp.

The international investment position of the United States—developments in 1972 and U.S. direct investments abroad in 1972 (OBR 73-60). 16pp. Reprinted from August and September 1973 issues of the *Survey of Current Business.*

SOCIAL AND ECONOMIC STATISTICS ADMIN.

BUREAU OF THE CENSUS

Statistical abstract of the United States: 1973. 1034pp. Hard cover $9.60. Paper cover $6.30. 94th annual edition. Includes a pocket-size 10-page insert entitled *USA Statistics in Brief, 1973* (additional copies of this insert may be ordered for 25¢ apiece). This publication, issued annually since 1878, is the standard summary of statistics on the social, political, and economic organization of the United States.

Construction and Housing

Value of new construction put in place: October 1973 (C30-73-10). 18pp. Annual subscription, including monthly and annual supplement, $5.50 (add $1.50 for foreign mailing). Single copy 55¢.

Market absorption of apartments: third quarter 1973 (H-130-73-3). 4pp. Annual subscription $1.50. Single copy (quarterly) 25¢. Single copy (annual) 50¢.

Housing units authorized for demolition in permit-issuing places: 1972 (C45-1972). 70pp. $1.25.

Distribution and Services

Monthly wholesale trade—sales and inventories: October 1973 (BW-73-10). 20pp. Annual subscription $3.50 (add $1 for foreign mailing). Single copy 35¢.

Monthly department store sales in selected areas: October 1973 (BD-73-10). 10pp. Annual subscription $1. Single copy 10¢.

Monthly selected services receipts: October 1973 (BS-73-10). 12pp. Annual subscription $1. Single copy 10¢.

Advance monthly retail sales: November 1973 (CB-73-358). 2pp. 15¢.

Estimated sales of U.S. retail stores for weeks ending Dec. 8 (CB-73-361) and Dec. 15 (CB-73-366). 2pp. 15¢ apiece.

Foreign Trade

General imports—cotton manufactures: October 1973 (FT 130-73-10). 8pp. Annual subscription $1. Single copy 10¢.

Imports—commodity by country: September 1973 (FT 135-73-9). 220pp. Annual subscription $46 (add $11.50 for foreign mailing). Single copy $4.

Exports—commodity by country: September 1973 (FT 410-73-9). 536pp. Annual subscription $72.50 (add $18.25 for foreign mailing). Single copy $6.25.

Export and import merchandise: October 1973 (FT 900-73-10). 6pp. Annual subscription (FT 900, 975, 985, and 986 combined) $3. Single copy 10¢.

Highlights of exports and imports: October 1973 (FT 990-73-10). 122pp. Annual subscription $11 (add $2.75 for foreign mailing). Single copy $1.

Gold movements: October 1973 (FT 2402 73-10). 2pp. Annual subscription $1. Single copy 10¢.

Puerto Rico and U.S. possessions: September 1973 (FT 800-73-9). Annual subscription $5.50 (add $1.50 for foreign mailing). Single copy 45¢. Single copy (annual) 55¢.

Bunker fuels: October 1973 (FT 810-73-10). 2pp. Annual subscription $1. Single copy 10¢.

Airborne exports and general imports: October 1973 (FT 986-73-10). 4pp. Annual subscription (FT 900, 975, 985, and 986 combined) $3. Single copy 10¢.

Governments

Local government employment in selected metropolitan areas and large counties: 1972 (GE72, No. 3). 104pp. $1.25.

Industry

Pharmaceutical preparations, except biologicals: 1972 (Series: MA-28G(72)-1). 8pp. 25¢.

Inorganic fertilizer materials and related acids: summary for 1972 (Series: M28B(72)-13). 4pp. Annual subscription $1.50. Single copy 15¢.

Steel shipping barrels, drums, and pails: summary for 1972 (Series: M34K(72)-13). 34pp. Annual subscription $1.50. Single copy 15¢.

1972 Census of Construction Industries

Operative builders, SIC Code 1531 (CC72 (P)-3). 4pp. 35¢.

1972 Census of Manufactures

Preliminary Report—Industry Series

Cigarettes, SIC 2111 (MC72(P)-21A-1). 6pp. 35¢.

Cigars, SIC 2121 (MC72(P)-21A-2). 6pp. 35¢.

Chewing and smoking tobacco, SIC 2131 (MC72(P)-21A-3). 6pp. 35¢.

Tobacco stemming and redrying, SIC 2141 (MC72(P)-21A-4). 6pp. 35¢.

Narrow fabric mills, SIC 2241 (MC72(P)-22-A-4). 8pp. 35¢.

Woven carpets and rugs, SIC 2271 (MC72 (P)-22D-1). 6pp. 35¢.

Tire cord and fabric, SIC 2296 (MC72(P)-22F-6). 6pp. 35¢.

Men's and boy's neckwear, SIC 2323 (MC72(P)-23A-4). 6pp. 35¢.

Wood preserving, SIC 2491 (MC72(P)-24C-4). 6pp. 35¢.

Wood office furniture, SIC 2521 (MC72 (P)-25B-1). 6pp. 35¢.

Envelopes, SIC 2642 (MC72(P)-26B-2). 6pp. 35¢.

Blankbooks and looseleaf binders, SIC 2782 (MC72(P)-27C-2). 6pp. 35¢.

Alkalies and chlorine, SIC 2812 (MC72 (P)-28A-1). 10pp. 35¢.

Cellulosic manmade fibers, SIC 2823 (MC72(P)-28B-3). 8pp. 35¢.

Biological products, SIC 2831 (MC72(P)-28C-1). 6pp. 35¢.

Electrical industrial apparatus, NEC, SIC 3629 (MC72(P)-36A-7). 6pp. 35¢.

Artificial flowers, SIC 3962 (MC72(P)-39C-6). 6pp. 35¢.

1972 Census of Mineral Industries

Total employment, payroll and value added in mining (MIC72(A)-1). 4pp. 35¢.

Bauxite and other aluminum ores, SIC 1051 (MIC72(P)-10C-1). 8pp. 35¢.

Population

1970 Census of Population

Characteristics of the Population

Florida. Vol. 1, part 11, sec. 2. 1102pp., hard cover. $16.50 for sections 1 and 2, sold as a set only.

Pennsylvania. Vol. 1, part 40, sec. 1. 736pp., hard cover. $18.25 for sections 1 and 2, sold as a set only.

☆ U.S. Government Printing Office: 1974—542-688/13

Commerce Department Directory

Commerce Building, 14th Street and Constitution Avenue, Washington, D.C., 20230

Phone (202) 783-9200

FREDERICK B. DENT, Secretary of Commerce

JOHN K. TABOR, Under Secretary of Commerce

SECRETARIAL OFFICERS

WILLIAM W. BLUNT, Jr.
Asst. Secretary for Economic Development

HENRY B. TURNER,
Asst. Secretary for Administration

SIDNEY L. JONES,
Asst. Secretary for Economic Affairs

BETSY ANCKER-JOHNSON,
Asst. Secretary for Science and Technology

ROBERT J. BLACKWELL,
Asst. Secretary for Maritime Affairs (Maritime Administration)

C. LANGHORNE WASHBURN,
Asst. Secretary for Tourism (United States Travel Service)

KARL E. BAKKE,
General Counsel

TILTON H. DOBBIN,
Asst. Secretary for Domestic and International Business (Domestic and International Business Administration)

HEADS OF OPERATING UNITS

ROBERT M. WHITE,
National Oceanic and Atmospheric Administration

ROBERT H. ENSLOW,
Office of Foreign Direct Investments

RENE D. TEGTMEYER,
Acting, Patent Office

RICHARD W. ROBERTS,
National Bureau of Standards

VINCENT P. BARABBA,
Bureau of the Census

GEORGE JASZI, Bureau of Economic Analysis

EDWARD D. FAILOR,
Social and Economic Statistics Administration

JOHN M. RICHARDSON, Acting,
Office of Telecommunications

WILLIAM T. KNOX, National Technical Information Service

ALEX M. ARMENDARIS,
Office of Minority Business Enterprise

DISTRICT OFFICES

ALBUQUERQUE, N.M., 87101, Room 316, U.S. Courthouse (505) 766-2386.

ANCHORAGE, 99501, 632 Sixth Ave., Hill Bldg., Suite 412 (907) 265-4597.

* **ATLANTA,** 30309, Suite 523, 1401 Peachtree St., NE. (404) 526-6000.

BALTIMORE, 21202, 415 U.S. Customhouse, Gay and Lombard Sts. (301) 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. (205) 325-3327.

BOSTON, 02116, 10th Floor, 441 Stuart St. (617) 223-2312.

BUFFALO, N.Y., 14202, Room 910, Federal Bldg., 111 W. Huron St. (716) 842-3208.

CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. (803) 577-4171, Ext. 361.

CHARLESTON, W.VA., 25301, 3000 New Federal Office Bldg., 500 Quarrier St. (304) 343-6181, Ext. 375.

CHEYENNE, WYO., 82001, 6022 O'Mahoney Federal Center, 2120 Capitol Ave. (307) 778-2151.

* **CHICAGO,** 60603, Room 1406, Mid-Continental Plaza Bldg., 55 E. Monroe St. (312) 353-4450.

CINCINNATI, 45202, 8028 Federal Office Bldg., 550 Main St. (513) 684-2944.

CLEVELAND, 44114, Room 600, 666 Euclid Ave. (216) 522-4750.

* **DALLAS,** 75202, Room 3E7, 1100 Commerce St. (214) 749-3287.

DENVER, 80202, Room 161, New Custom House, 19th and Stout Sts. (303) 837-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. (515) 284-4222.

DETROIT, 48226, 445 Federal Bldg. (313) 226-3650.

GREENSBORO, N.C., 27402, 203 Federal Bldg., W. Market St., P.O. Box 1950. (919) 275-9111, Ext. 345.

HARTFORD, CONN., 06103, Room 610-B, Federal Office Bldg., 450 Main St. (203) 244-3530.

HONOLULU, 96813, 286 Alexander Young Bldg., 1015 Bishop St. (808) 546-8694.

HOUSTON, 77002, 201 Fannin, 1017 Federal Office Bldg. (713) 226-4231.

JACKSONVILLE, 32207, Suite 129, 4080 Woodcock Drive. (904) 791-2796.

KANSAS CITY, MO., 64106, Room 1840, 601 E. 12th St. (816) 374-3142.

LOS ANGELES, 90024, 11201 Federal Bldg., 11000 Wilshire Blvd. (213) 824-7591.

MEMPHIS, 38103, Room 710, 147 Jefferson Ave. (901) 534-3213.

MIAMI, 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. (305) 350-5267.

MILWAUKEE, 53203, Straus Bldg., 238 W. Wisconsin Ave. (414) 224-3473.

MINNEAPOLIS, 55401, 306 Federal Bldg., 110 S. Fourth St. (612) 725-2133.

NEW ORLEANS, 70130, 909 Federal Office Bldg., S., 610 South St. (504) 527-6546.

* **NEW YORK,** 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. (212) 264-0634.

NEWARK, N.J., 07102, 24 Commerce St. (201) 645-6214.

* **PHILADELPHIA,** 19106, 10112 Federal Bldg., 600 Arch St. (215) 597-2850.

PHOENIX, ARIZ., 85004, 508 Greater Arizona Savings Bldg., 112 N. Central Ave. (602) 261-3285.

PITTSBURGH, 15222, 431 Federal Bldg., 1000 Liberty Ave. (412) 644-2850.

PORTLAND, ORE., 97205, 921 S.W. Washington St., Suite 501, Pittock Block. (503) 221-3001.

RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. (702) 784-5203.

RICHMOND, VA., 23240, 8010 Federal Bldg., 400 N. 8th St. (804) 782-2246.

ST. LOUIS, 63103, 2511 Federal Bldg., 1520 Market St. (314) 622-4243.

SALT LAKE CITY, 84111, 1201 Federal Bldg., 125 S. State St. (801) 524-5116.

* **SAN FRANCISCO,** 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. (415) 556-5860.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. (809) 723-4640.

SAVANNAH, 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. (912) 232-4321, Ext. 204.

SEATTLE, 98109, 706 Lake Union Bldg., 1700 Westlake Ave. North (206) 442-5615.

* **Regional Offices**

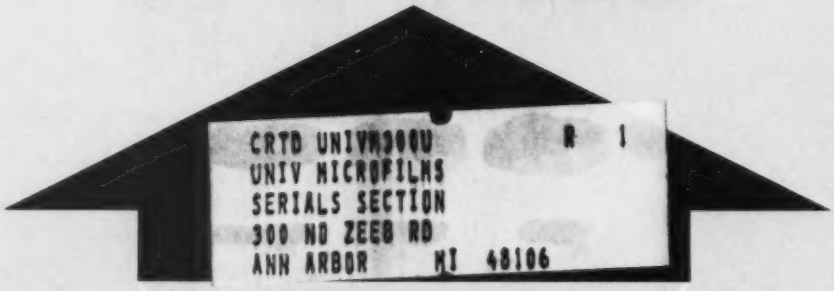
UNITED STATES
GOVERNMENT PRINTING OFFICE
DIVISION OF PUBLIC DOCUMENTS
WASHINGTON, D.C. 20402

OFFICIAL BUSINESS

POSTAGE AND FEES PAID
U.S. GOVERNMENT PRINTING OFFICE
First-Class Mail

U.S.MAIL

IT'S TIME



WATCH IT!

Don't let time and your regular copy of Commerce Today get away from you. Renew now and keep up with coming developments within your government in the fields of economics, science and technology, and international trade.

Send your check or money order for $42.40 and the coupon below for a one-year subscription to

Commerce Today

USE THIS COUPON

If you are not now a subscriber, clip this coupon and send in your subscription NOW to keep up with your competition.

MAIL TO:
Superintendent of Documents
U.S. Government Printing Office
Washington, D.C. 20402

Enclosed_____(Send only check or money order payable to the Superintendent of Documents).

Keep Sending Me **Commerce Today**

- ☐ Annual Subscription, $42.40
- ☐ Foreign Mailing, $10.60

Name_____

Address_____

City, State & Zip Code_____